

AMERICAN FRUITS

Nurseries, Arboriculture and Commercial Horticulture

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Vol. XVIII

ROCHESTER, N. Y., DECEMBER, 1913

No. 6



Hemlock Spruce

THE landscape gardener is no longer content to use evergreens in quantity merely for specimen trees, shelter belts, screens, hedges, etc. As new beauties are continually discovered in them, new uses develop.

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American Fruits Directory of Organizations

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Exhibits—T. B. West, Perry, O.

Arrangements—W. B. Cole, Painesville, O.

Editing Report—John Hall, Rochester, N. Y.

Root Galls—E. A. Smith, Lake City, Minn.

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American Association for Advancement of Science—L. O. Howard, Smithsonian Institute, Washington, D. C.

American Association of Park Superintendents—F. L. Mulford, Washington, D. C.

American Civic Association—R. B. Watrous, Washington, D. C.

American Federation of Horticultural Societies—Charles E. Bassett, Fennville, Mich.

American Pomological Society—Prof. E. R. Lake, 3333 20th St., N.W., Washington, D. C.

American Society of Landscape Architects—Charles D. Lay, New York City, N. Y.

American Rose Society—Benjamin Hammond, Fishkill-on-Hudson, N. Y.

American Seed Trade Association—C. E. Kendall, Cleveland, O.

Canadian Horticultural Association—Julius Luck, Montreal.

Eastern Fruit Growers' Association—Nat. C. Frame, Martinsburg, Va.

International Apple Shippers' Association—R. G. Phillips, Rochester, N. Y.

International Society of Arboriculture—J. P. Brown, Connorsville, Ind.

Mississippi Valley Apple Growers' Society—James Handly, Quincy, Ill.

Missouri Valley Horticultural Society—A. V. Wilson, Muncie, Kan.

National Apple Show—Ren H. Rice, Spokane, Wash.

National Council of Horticulture—H. C. Irish, Botanical Garden, St. Louis, Mo.

National Horticultural Congress—Freeman L. Reed, Council Bluffs, Ia.

National Nut Growers' Association—J. F. Wilson, Waycross, Ga.

Ornamental Growers' Association—C. J. Malloy, Rochester, N. Y.

Northern Nut Growers' Association—Dr. W. C. Deming, Westchester, N. Y.

Peninsula Horticultural Society—Wesley Webb, Dover, Del.

Society for Horticultural Science—C. P. Close, College Park, Md.

Society of American Florists and Ornamental Horticulturists—John Young, New York.

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Guide, to our American Agent

OTTO HEINECKEN

Whitehall Bldg., 17 Battery Place

NEW YORK CITY

AMERICAN FRUITS MAGAZINE---December, 1913

EDITORIAL DEPARTMENT—Communications on any subject connected with Nurseries, Arboriculture or Commercial Horticulture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Nursery Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

ADVERTISING—First advertising forms close on the 22d of each month; last advertising forms on the 25th. If proofs are wanted, copy should be on hand on the 15th. Rates upon application.

"American Fruits" points with pride to its advertising columns. Not all those in the nursery and allied trades are there represented, but the leading ones are; and we believe that very advertisement represents a reliable concern. We court confidential information to the contrary.

"American Fruits" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"American Fruits" will be sent to any address in the United States for \$1.50 a year; to Canada or abroad

for \$2.00 a year. Add ten cents unless bank draft, postal or express money order is used.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Nursery and Planting Trade. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"American Fruits" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only publication of the kind.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents, as its name implies, the Fruits of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

AMERICAN FRUITS PUBLISHING COMPANY, INC.

Ralph T. Olcott, Editor and Manager

123-125 Ellwanger & Barry Bldg., Rochester, N. Y.

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View in Nurseries of J. F. Jones, Lancaster, Pa. Persian Walnut Trees Grafted by Mr. Jones, Spring 1913

APPLE SEEDLINGS



There is a difference in Apple Seedlings—some are full of vitality—firm, snappy roots—full of sap. Others are soft and willowly and have very weak “pushing” powers.

In order to conserve all the natural strength of the seedling it is very important that they should be covered up—root and top—as soon as the digger passes under them.

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Our system of protecting seedlings at digging time costs us more—it is worth more—but it costs you no more.

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F. W. WATSON & Co.

Topeka, Kansas

Apple and Pear Seedling Specialists

American Fruits

Nurseries, Arboriculture and Commercial Horticulture

Entered August 4, 1904, at Rochester, N. Y. Post Office as second-class mail matter

Vol XVIII

ROCHESTER, N. Y. DECEMBER, 1913

No. 6

Nursery Work That Lives For Centuries

S. IMURA, Secretary Alvin Japanese Nursery Co., Mobile, Ala.

A statement regarding the life of Satsuma orange trees made by me at the annual meeting of Fruit and Nut Growers' Association of Baldwin County, held at Robertsdale, Alabama, September 13, has evidently proved of interest to fruit growers in general, for I have since received over a dozen letters, besides several personal calls, wanting me to confirm my statement.

My announcement of the oldest Satsuma orange tree known to us in Japan of 340 years, is, it seems to me, regarded by the general public as an exaggeration, to say nothing of the 1600-year-old orange trees (several trees growing in one spot) in the County of Yatsushiro, Prefecture of Kumamoto, country of Japan. The records on these latter trees were only found a few years ago, but they did not contain the variety of this orange. Even the age of another tree I mentioned at the meeting as 160 years old, nearly two centuries younger than the other, the fruits of which I ate myself and found the best I ever tasted, is suspicioned by bargain hunting orchardists who are looking for reduction even in the age of the tree. In fact, one of the visitors I had the other day frankly stated that I was not old enough to know the tree's age. It is a life matter with me and I speak in dead earnest. I admit that I am not quite 160 years old, but I did not say I planted the tree myself.

Satsuma of 160 to 340 years of age are of course not common, but we will find many centennial Satsumas here and there in the Empire of Japan, and 70 to 80 year old trees could be found almost everywhere.

One question we now have to study is that of the stock on which Satsuma is grafted. Satsuma on Yuzu stock generally lives longer than one grafted on Citrus trifoliata, and the 340 year old trees mentioned above more than likely were on Yazu stock, while the 160 year old trees were probably grafted on Citrus trifoliata. However, this judgment on the lives of trees in comparison may not be fair, for Citrus trifoliata stock was not known to our ancestors centuries ago, all Satsuma being grafted on nothing but Yuzu stock, which is more expensive. Therefore, Satsuma on C. T. stock may not have had time to prove its long age, while that on Yuzu stock has.

How will it be in the gulf coast counties of America? Will it be same, longer, or shorter? The first Satsuma, or Oonshiu trees introduced into this country by Dr. George R. Hall was in 1877, only thirty-six years ago, and we have not had time enough to prove anything. The question is rather too much for me and I will have to leave this entirely with scientists. If it is the nature of any living creature which matures early to expire sooner, I fear the Satsuma will not live as long in this country as in

Japan, as trees grow faster and larger and mature earlier in this country on account of longer summer months and soil condition. For instance, there are two Satsuma orange trees of nine years old in the property of J. E. Courtney at Barnwell, Baldwin county, Ala. Smaller of the two (the bigger tree being too bushy and not suitable for subject, the smaller one was selected) has its circumference 28 inches at one inch above, 25 inches at 16 inches above the ground and produced, as I heard, 5,700 fruits



S. IMURA, Mobile, Ala.

at the season of 1912, entire production being sold to Messrs. Brodeck & Zundel of Point Clear, Ala. As to the number of the fruit yield last year I am not quite certain, as I have no reply for confirmation from Mr. Courtney, owing to the fact there was not time enough for answer to reach me before I finished this article. Measurement of the tree, however, was taken by W. L. Thompson of Daphne, local agent of Alvin Japanese Nursery Company, and confirmed.

Such growth as this never could be expected in Japan for such a young tree—nine years old. When we compare the same aged trees grown in Japan with those grown in this country we could easily find a wonderful difference between the two in their sizes. However, it is a fact that the life of a small figured Japanese is not longer than that of a large sized American, and the effect on the trees may be the same. Perhaps the reason of the fast growth in this country is simply more room is given.

It is a fact that Satsuma were originally imported from China, and improved wonderfully successful in Japan during the last several centuries, and at the present time it is scarcely grown at all in its native land, China, but the Chinese go to Japan for this,

their favorite fruit, the life of which is prolonged and the quality improved since transplanted to Japanese soil.

Disclaimers By Nurserymen

Kelway & Son, Lagport, England, make this announcement in a Canadian publication: "Kelway & Son, wholesale seed growers, Langport, England, hereby give notice that they have no agents in Canada for the sale of their seeds and plants, and it having come to their notice that A. W. Smith, of Beachville, Ontario, also trading as River-view Nursery Co., of Woodstock, Ont.; Smith's Nurseries, of Ingersoll; Imperial Seed Co., of Woodstock, are advertising themselves as "Agents," find it necessary to insert this disclaimer. We state most emphatically that any person or persons making use of our name in the sense of an agent does so without our permission and we are taking steps to protect our rights."

In the same publication E. D. Smith & Son, Ltd., Winona, Ont., have the following: "It has been brought to our notice that a so-called Nursery and Seed concern is representing itself as a branch of the "Helderleigh Nurseries." To protect our interests, and to preserve a good reputation of over thirty years, we feel it necessary to advise the general public that we have no connection whatever with any firm trading under the name of Smith, and operating from different points in Western Ontario."

An English Warning

The following warning appears in the current issue of Gardening Illustrated, published in England:

I should like to warn the public against certain persons who advertise fruit-trees and all nursery products at tempting prices and style themselves nurserymen. In reality these men simply import from the Continent a lot of unreliable rubbish, quite untrue to name, and after making victims of all their customers clear out of the country. I have reason to believe that there is a wholesale nursery in Germany employing agents of this type. I know of one of these so-called nurseries that has had three different successive proprietors (?) within three years, and I know that the last one fled the country to escape legal prosecution. Another has taken his place, and sends out lists stating that he has taken over the business. It is, of course impossible to prove that the trees are fraudulent until they fruit, and by that time the man who supplied them is safely abroad. I have private information of the misdeeds of these parties. Purchasers will do well to be chary of new and unknown persons who cannot produce a first-class English reference.—W. J. Farmer.

Fruit growers in the Americas, Ga., district, this fall planted large acreages to pecans. They also set out the Elberta peach and planted extra early maturing varieties.

California Nurserymen In Convention Assembled

Fresno Meeting Conspicuous For Large Attendance and Work Accomplished For Horticulture Generally---Practical Topics of Interest to the Trade---President Wilson's Annual Address Outlined Active Work for the Association---California's Prominent Place Among Nursery Interests---George C. Roeding and the Uniform State Law Movement---Resolutions Covering Vital Phases of Horticultural Development---D. W. Coolidge the New President---San Diego for 1914 Convention.

H. W. KRUCKEBERG, Los Angeles, Cal., Secretary-Treasurer

THE third annual convention of the California Association of Nurserymen, held in Fresno from October 16 to 18, 1913, was conspicuously notable for two things, viz., the large attendance (including delegates from Washington, Oregon and Utah), and the work it accomplished for the advancement of horticulture all along the line. The program presented was individualized by Prof. E. J. Wickson, the nestor of California pomology as "The most instructive and attractive ever drafted in that State," which was well carried out. Among the more prominent speakers were the Hon. W. F. Chandler on "The Fruit Tree Grower and the Fruit Tree Planter;" Col. Harris Weinstock in a lucid address on "Rural Credits under California Conditions," and Prof. Wickson's learned talk on "Foundations of Agricultural Credits in Europe;" Wiley M. Giffin, of the new viticultural commission, explained the work of that body; while R. Schmidt, of the U. S. Department of Agriculture gave a learned talk on "The Grape: Raisin, Table and Wine."

Friday forenoon was devoted to the two big expositions that are to attract the world in 1915: the Panama-Pacific in San Francisco, and the Panama-California in San Diego. In an able paper John McLaren told horticulture at these two world fixtures. George A. Dennison presenting the claims of the San Francisco Fair to the nurserymen, and Walter Wagner, those of San Diego. In an able paper John McLaren told of Ornamental Horticulture at the Panama-Pacific Exposition. Two notable papers were presented on the always alive and always vexatious subject of "Inspection, Disinfection and Quarantine Regulations:" the former by F. S. Schell and the latter by William Wood. D. W. Coolidge, a Mark

Twain and Henry David Thoreau rolled into one, again recited some of his humorous ditties, interspersed with stories of \$1000 an acre profits from Avocado culture; and the rotund Edwin Gower told about "How the Grafter Grafts the Walnut."

The innovation of giving over one session of the convention to the ladies was a pronounced success, and called forth the largest attendance during the three days sessions. Brilliant papers and addresses were made by Mrs. F. E. Cook on "The Plant, the Flower and the Home Beautiful;" Mrs. Myrtle-Shepherd Francis on "New Creations in Floriculture;" Mrs. John Valance on "The Home Garden;" Theodore Payne, making a plea for a place in garden operations for our native plants; Mrs. S. L. Wiley on some notable gardens in Fresno; and Fred H. Howard on "Some New and Valuable Flowering Plants." So emphatic was the success of this feature that it will in the future be a fixed factor of the annual convention of the nurserymen. The program proper closed with an address by W. R. Wood on "Healthy Competition in the Nursery Business."

From a purely business point of view President Wilson, in his annual address, hit the bull's eye in the following striking paragraph:

During the past year the thought has often come to me that this association should touch more closely the practical and commercial phases of the nursery and related industries. Ends should be attained and objects accomplished which possess a material value, not only to the organization, but to each individual member. To attend conventions costs money as well as valuable time. For this expenditure there should be some tangible return. Let us avoid the criticism that we are merely an organization of officers and committees, pos-

sessing a constitution and by-laws, that issues an annual report and then hibernates until another convention comes around. We should serve a practical financial end, as well as educational and social considerations. We should build up nursery business along conservative, sane and safe lines, so that each and all of us will be benefited in a material sense by reason of this organization. Conditions and practices in the trade are subject to betterment, alike in the growing of our products, methods of handling and salesmanship.

To all of which we say amen.

The secretary-treasurer's report showed a balance of \$550 in the treasury, with a membership of 104 at the time of the opening of the convention, which has since been increased to about 125. The dominant note in his report is contained in the following paragraph:

In the federal census of 1910, California occupied second place among the states of the Union in the extent and monied value of her investments in the nursery industry, being exceeded only by New York. There are those among us who express the opinion that by 1915 we shall occupy first place, and that by the time of the next federal census, California will have become the dominant factor in the production of many nursery products in this country. Giving due credit to this formidable what the future of horticulture will be fact, it requires no seer to prophecy with us, when the Panama Canal once

(Continued on Page 131)

A Three-Inch Damson—H. Merryweather and son, Southwell, England, showed a new Damson at the R. H. S. fruit show. The fruit, which was named Merryweather, and received a first-class certificate, is oval-shaped and measures approximately three inches in circumference. The flesh is thick and juicy, the skin remarkably thin, and the flavor superb.



Delegates to the Third Annual Convention of the California Association of Nurserymen, Fresno, October 16-18, 1913

Men of the Hour—"American Fruits" Series



D. W. COOLIDGE, Pasadena
President California Association of
Nurserymen

(Continued from Page 130)
enters as a factor in the transportation of plants and trees to the markets of the world, not only on the basis of time, which is an important item, but on the basis of reduced charges. It is these large and basic facts which indicate the work that this Association can inaugurate within the next few years, destined to make California the pivotal state in the propagating of plants and growing of seed; indeed, in many lines she is destined to be a dominant world factor. All of which admonishes us to so develop, stimulate and regulate the business to the end that California horticulture will stand for quality and service in every department. Here certainly is a work of vast importance calling for the best talent and effort of which this organization is capable. Coming events cast their shadows before. Let us be in line for these new possibilities.

George C. Roeding, as chairman of the Committee on Legislation, called attention to the fact that the California Association was the first to recognize and give unstinted endorsement to our representatives in Washington to create a Federal Horticultural Board, giving them the power to exercise absolute control over the importation of horticultural and agricultural products from foreign countries. The wise manner in which this board is administering these laws, endeavoring to be as reasonable as possible in its relations with the nurserymen, makes it quite evident that the nurs-



erymen will derive more benefit from it than any other activity interested in the advancement of horticulture. Continuing, he said:

We, the nurserymen and fruit growers of California, consider ourselves singularly blessed in having the Federal Horticultural Board in control of every port of entry in this state, thus preventing the introduction of dangerous insect pests, many of which are knocking at our very doors and against which our State Commissioner of Horticulture was making a sincere and strenuous fight, with all the effectiveness that the laws of this state would permit. No one realized more than he did how inadequate these laws were in their operation and how much they were strengthened when the nation and state joined hands and co-operated as one great power to fight the insect enemies that menaced us. This is an instance of co-operation working for the general good of all interests concerned. Now that we have this example before us, it is only natural that we should seek to broaden and extend the scope of this Board's work by harmonizing the states with the nation, in promoting, fostering and enlarging along the most progressive lines, measures which will build up the most effective laws for the protection of our agricultural and horticultural resources. It must be a source of satisfaction to the California Association of Nurserymen to say that it is largely due to the united efforts of its delegates to the joint convention of the American and Pacific Association of Nurserymen at Portland last June, that the movement for uniform horticultural laws in every state was launched, and that it was so unanimously endorsed by these two important bodies.

We are really the backbone of horticultural progress, and if corrective measures not only in relation to our own business affairs, but in all matters which affect the agriculturist and horticulturist, are to be enforced, we should be the educators to bring about wise legislation.

Our side of the case has never been fully understood. Heretofore it has been a personal argument on the part of a few nurserymen endeavoring to explain the justice of their cause, without accomplishing anything to ameliorate con-



FRANK H. WILSON, Fresno, Cal.
Retiring President Cal. Nurserymen's
Association

ditions. Today the fruit growers and horticultural commissioners of California are making a united effort for harmony, and your committee is firmly convinced that many of the extremely obnoxious, drastic and unconstitutional laws now in force will gradually be modified to meet conditions. The elimination of personalities, and the open discussion of differences between organizations rather than among individuals representing personal interests, must bring about the desideratum for which we are striving.

The following resolutions cover some of the vital phases of our horticultural development, and stand out so strongly for progress that we give them place in these columns. In their bearings and influence they affect every interest embraced in the pomological and horticultural exploitation:

Your Committee on Resolutions is of the opinion that nothing that has occurred of late years is of more vital importance to the betterment of horticultural conditions throughout the nation than the movement that has taken strong root for the enactment of uniform horticultural laws throughout all the states. In view of that fact, it deems it appropriate and expedient that this Association place itself on record as being heartily in favor of the movement. At the joint convention of the American Association of Nurserymen and the Pacific Coast Association of Nurserymen this matter took tangible form and a fund was at once subscribed which now aggregates about \$3000; of

Continued Page 146

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President's Address To the Nut Growers

C. A. VAN DUZEE, Cairo, Ga.

THE ADAPTATION of varieties to localities of the various nut trees, under ties is gradually taking form, and the various conditions, is becoming each year, more definitely known, but the need for more exact knowledge on these points is a very important necessity. The propagation of nursery stock has been accomplished by methods which have fitted the emergencies of these earlier years with reasonable accuracy, but they are becoming obsolete, and a recognition of the great need for more careful work, and better methods in the selection of stock and the care of the trees in the nursery is becoming daily more apparent.

The prices at which nut nursery trees of the various varieties are sold is too low for best results, and yet, in many cases, is far beyond the value of the product; we should aim at a higher quality rather than a greater quantity.

In the building and care of the orchard, we have fallen far below a reasonable efficiency; we are planting our trees too close, and we do not realize the great importance of what is termed root pastures. In the handling of the various soils, wonderful progress is being made in many sections, but the fertility of the land is the great factor to be constantly considered.

The successful handling of our nut orchards rests largely upon this basis. In the marketing of our product, much is to be desired, and we should take council, in the light of record of disaster which has followed all similar efforts, to the end that our product may be economically distributed to the markets of the world.

Our product should be standardized, our growers organized, and the machinery of distribution devised and placed in working order. If we can realize the importance of the work to be done, and can bring to this problem the same measure of effort that has carried us through our infancy with such satisfactory results, we may safely predict a future prosperity in the growing of nuts, which is beyond the conception of even those of us who have borne the brunt of the battle up to this day.

We are happy to observe the standing of the men who are being attracted to our industry, and it gives us a greater measure of confidence in the certainty that our future progress is more assured by their presence and assistance. We contemplate with pleasure, the evidence of increasing interest upon

the part of the Government in our work, and can feel assured of an increasing support as the industry grows.

My own best trees are eight years of age, having returned more money than the cost of the land, trees, care, fertilizers and interest upon the investment. I value them at ten times the total cost, but I have many other trees that are not so good. Two weeks ago I helped to gather the crop from a twenty-two-year-old pecan tree, which will pay its owner 8% interest, upon a valuation of two thousand dollars, this year. On that basis it has increased in value over seven dollars each month for the twenty-two years, and it is not through growing yet.

The above are examples of the best trees, but there is not a farmer in the entire nut area that may not do as well, or better, if he will. The income from a dozen such trees as the last one, would exceed the entire annual revenue from most farms of a hundred acres, and the labor involved in caring for the trees would not exceed 1% that of such a farm. Such a legacy is better than life insurance to the boy or girl who has been taught to love the land and the ancestral home, and such trees, from the day of their planting, would have a strong influence toward the inspiration, in our children, of every desirable attribute. I know that there are many men and women who believe as I do, but there are thousands who do not know of these things, and it will be one of our greatest triumphs if we can make this session instrumental in sending this truth broadcast throughout the land.

Eight hundred dollars an acre for ten acres of citrus fruit trees set out three years ago, and the fact that the offer was declined may be taken as evidence in support of the opinion held by the well informed on this subject that Mobile county as a fruit-growing section is certain to become the equal of any of the wonderful horticultural districts which have made California famous throughout the world, says Frank Craighead, of Mobile, Ala.

A Texas Nursery Requisite

EDWARD W. KNOX, San Antonio, Tex.

"What the apple is to the Hood River Valley, the orange to California and the peach to Georgia, the pecan is to the South Atlantic and Gulf States," and I might add that this is especially true of Texas, its natural habitat. The *Hicoria* pecan is the best and most edible of the hickory family. Texas produces the largest crop from seedling trees planted by nature.

Our all-wise Creator planted the pecan along the banks of the rivers. There it flourished and brought forth its fruit in season, furnishing for generations a most delectable food for man. In many ways these nuts were scattered over the land, sometimes by the hand of man, but mostly by the birds, squirrels and flood waters. Where they fell in moist places they sprouted and in time produced thrifty trees.

In Western Texas the pecan crop has been a great source of revenue, as you all know. Coming as it does in the fall of the year it has served to fill up the gaps made by the failure of other crops in drouthy years.

A quarter of a century ago seedling pecans sold at from 2½ to 7 cents per pound, for the past ten years they have sold from 5c to 15c per pound. I attribute this increase in price mostly to the fact that the pecan-shelling establishments have opened up a big trade in the shelled product. The competition is so sharp that the price is naturally increased. The shelled product is placed in cold storage in the distributing centers over the country, proper publicity is given and the demand is increasing by leaps and bounds.

Southern California walnut growers will receive \$3,500,000 for their crop this year, according to an announcement made by the Southern California Walnut Growers' Association, which fixes the price of the product for the American market. The estimated output of the Southern California groves this year is \$22,800,000 pounds.

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Union Horticole Professionnelle Internationale

The Great European Organization Referred To By Norbert Levavasseur at Portland Convention of American and Pacific Coast Associations Of Nurserymen--American Association Passed Resolution Looking To Affiliation With This Body--Nine Countries Now Represented In Its Membership--Only National Associations or Federations of Horticultural Societies Are Eligible--A. Rivoire, France, President--C. Van Lennep, Holland, Secretary--Next Congress at Berne, Switzerland

AT THE Portland convention of the American and Pacific Coast Associations of Nurserymen, Norbert Levavasseur, Ussy, France, said: "I heard Mr. Roeding call upon you to secure co-operation. Now, it may interest you to know that for a long time we have been practicing this in Europe. We have horticultural Associations in each country and these together form the International Horticultural Association. I do not see why the American Association of Nurserymen should not join this international body."

Upon motion of George C. Perkins, Newark, N. Y., the vice-president for the state of New York, the American Association voted to apply for membership in the International Association.

The secretary of the International Association has given detailed information regarding the organization through the following communication to *American Fruits* for the benefit of the members of the American Association:

Editor *American Fruits*:

At present this organization comprises ten associations, representing nine differ-

ent countries, viz., Germany, Austria, Belgium, France, Gt. Britain and Ireland, Luxemburg, Holland, Switzerland and Italy; it was founded in 1910, and its aim is to promote the horticultural interests of the different countries and to bring the horticulturists themselves more in touch with each other, so as to establish new business connections, etc., etc.

From regulation 3 of the Statutes, page 6, it will be seen that those horticultural associations which wish to be admitted to its membership must either be of a national character or else must be confederations of horticultural societies or associations.

The subscription fee is 50 francs, but may be raised to 100 francs, as a proposition to this effect is probably to be made at the next congress, which will be held at Berne (Switzerland) in 1914.

Every year the delegates of the affiliated associations meet in congress, which is held in a different country each time. This year's congress was held at Ghent (Belgium).

All resolutions adopted at the congress are carried out by the "Bureau International de l'Horticulture Professionnelle."

For the year 1913-1914 the executive committee of this Board was constituted as follows: President, Mr. A. Rivoire (France); vice-president, Mr. J. Peter (Switzerland); secretary, Mr. C. V. Lennep (Holland); assistant secretary, Mr. H. Looymans (Holland); treasurer, Mr. F. Royer (France). These officers are elected for one year only, but are eligible for re-election.

In order that all newly-raised plants, which are put upon the market, should become known in the different countries, it was decided at this year's congress to establish an "Official List of Novelties" (page 19), to be kept by the secretary of the U. H. P. I., to whom all applications for entering new varieties should be sent.

These applications have to be made on special forms, which can be had free of charge from the secretary of the U. H. P. I. and from the secretaries of the associations belonging to the U. H. P. I. On receipt of the application form, duly filled up and of the registration fee, which is 2 francs for every novelty, the latter is entered in the "Official List" and subsequently published in the next issue of the Bulletin.

Hope the information given above and the Bulletin may prove useful to you.

C. V. LENNEP, Secretary U. H. P. I.
The Hague, Holland.

Why Trade Press Gets Inside Information.

Whenever a new plan for improving methods of production or management is evolved, the best place to get a clear, complete and authoritative statement of it is in the pages of the trade journals covering the fields affected. It will be there—you can count on that. And, on the other hand, whenever anybody discovers that he has a better system of cost accounting, or a better method of handling material than has been used in this line previously, he is pretty likely to tell the trade journals about it sooner or later, directly or indirectly.—G. D. Crain, Jr., before Louisville, Ky., Rotary Club.

Maine Answers Challenge

Through H. W. Littlefield of Brooks, Me., the Maine Pomological Society, which had a show at Lewiston, Nov. 18-20, answered the challenge of the Massachusetts society, which sent to the Maine show last year an apple with a circumference of a little over 14 inches. Massachusetts challenged Maine to equal that apple, and a short time ago Mr. Littlefield sent to E. L. White of Bowdoinham, the secretary of the Maine Pomological Society, three apples, the combined weight of which was 3 pounds, 11½ ounces. The largest of these three apples weighed 21½ ounces. The largest circumference was 15½ inches, somewhat in excess of Massachusetts' best effort. These apples are the largest grown in Maine of which there is any record, and will be sent to the Boston show. It is believed that the Maine society will issue a challenge to the whole of New England to produce similar results. The apples that Mr. Littlefield sent came from a tree eight years old.

It is claimed that the most profitable life of the peach tree is from four to eight years. From a peach census taken in Orange county, New York, it seems that thorough cultivation is more essential than pruning or spraying.

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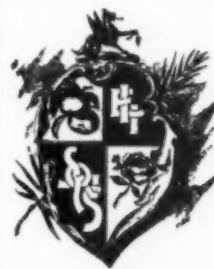
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Two Ways for Apple and Nursery Demand

One Is To Produce a Fancy Crop and Sell the Fruit at Forty Cents Apiece In a Select New York Hotel---Another Way Is To Create a Popular Demand By Advertising---What the International Apple Shippers Association Is Doing Through U. Grant Border's Committee.

LAST winter it was announced that Missouri apples were listed on the menu cards of two or three exclusive New York hotels at forty cents each, or about the cost of half a bushel of apples anywhere in the open market. It came about in this way, says the Albany, N. Y., Press and Knickerbocker. An apple grower in Missouri, who had 100 acres in orchards, early in the season of 1912 became assured that there would be an immense crop all over the country and that if he wanted to obtain more than a living price for his crop, he must do something.

He went to New York and suggested to some of the commission men that they try a few individual-boxed apples for the trade, in addition to their order of several thousand barrels of apples for the general market. One New York commission man thereupon signed a contract for 6,000 apples, for which he was to pay fifteen cents each, the number being limited to make them sufficiently exclusive. Each apple was perfectly sound, of high color and uniform shape, not less than three and one-half inches in diameter, nor more than a quarter of an inch larger. Each stem had at least two perfect leaves attached and each apple was packed in an attractive pasteboard box and the top was sealed.

Young Women Used Scissors

Young women cut the selected apples from the trees with scissors, to protect the leaves on the stems. The apples were placed on a cloth-covered table for inspection

and those that passed muster were dipped, leaves and all, in a solution which closed the pores of the skin and leaves, causing the latter to retain their natural color and conserving in the apple the original flavor. After the solution had dried, each apple was wrapped in soft tissue paper to hold it firmly in its box, in which it was immediately placed. The leaves were carefully arranged on top of the wrapping paper so that they would not be folded or crumpled and the top was sealed. And these were the apples that were listed at forty cents apiece on the hotel menu. This may be all very well for an occasional grower and all very well for a select hotel in New York, but it is not the way to popularize the apple and thus to create a larger demand on the part of consumers. It is not the way to increase the number of apple eaters. There is another and a better way. Listen!

Plan Advertising Campaign

At the recent meeting of the International Apple Shippers' association at Cleveland, Ohio, an advertising campaign was proposed to popularize the apple and increase its sale and consumption. To the casual observer it would seem that advertising the prince of fruits—the apple—was a proceeding quite uncalled for and unnecessary. But our people, or some of them, still look upon the apple as something of a luxury (as those did who ate the forty-cent apples at the New York hotel) or, on the other hand, they do not value it rightly for its delicious and health-giving qualities. The idea is to get more people to appreciate this magnificent fruit on its all-around merits and then to eat more of it. And this is the plan.

A revenue stamp has been devised and approved by the prominent apple growers in the country, by various horticultural societies, fruit growers' associations, agricultural colleges, etc., and the fact that the sale of stamps assumed considerable proportions before the actual season began, have proved conclusively that all interested in the apple business realize the vital need of this continuous, country-wide campaign and are eager to affix the revenue-raising stamps to all shipments. An attractive stamp has been printed in one-cent and two-cent denominations. It bears the words: "Co-operative advertising to increase apple consumption."

The one-cent stamp is to be placed in every box of apples shipped; the two-cent stamp on every barrel of apples. Thus, the man who has fifty packages to market will buy fifty stamps, while he who has 1,000 packages will buy 1,000 stamps. In this way each man bears his just share of expense, in exact proportion to the benefits he will derive. The depository for the advertising

fund is the Equitable Mortgage and Trust company of Baltimore, Md. This company will sell the stamps through banks located throughout the country, to every grower, shipper or dealer who applies for them.

The stamps can be bought in person or by mail. The money derived from the sale of the stamps will be placed by the trust company to the credit of the advertising fund. The fund will be drawn on only through checks and drafts signed by three authorized officers, and countersigned by the chairman of the advertising committee. An advisory board of 100 members, representing the growers' interests, will co-operate with the advertising committee in the expenditure of the fund.

Seek Greater Sales

Through a good advertising campaign the apple can be made a staple food in every household instead of being considered a luxury, as it is at present. Every dealer can be convinced of making many sales at moderate profits instead of the present ruinous policy of small sales at exorbitant profits. The apple advertising committee, as a sample of what could be done along this line, obtained in a few months the co-operation of 20,000 dealers in its work of reducing dealers' profits so that the fruit could obtain a wider distribution.

One of the largest forest nurseries in the United States is conducted by the forest service near Haugen, Montana. It is known as the Savenac nursery and has a capacity of 4,000,000 young trees a year.

500,000 One-Year-Old APPLE TREES

Just the kind you want to buy, sell or give away. The kind that make customers come back and stay.

Prices Right They're Right You Write

WILLS VALLEY NURSERY CO., Inc.

WAYCROSS, GA. FORT PAYNE, ALA.

SUGAR AND SILVER MAPLES

Fine stock of all sizes up to 3 inches caliper.

W. B. COLE,
Painesville, O.

ARE YOU INTERESTED

In choice young ornamental Nursery Stock for transplanting lining out, or mail orders? If you are, get next to our Trade List of genuine bargains, in Oriental Planes, Nut Seedlings, Oaks, Ash, Catalpa Speciosa, Honey and Black Locust, in large quantities, besides hundreds of other varieties, both deciduous and evergreen. Peach Trees, Dahlia Bulbs, etc., etc.

ATLANTIC NURSERY CO., Inc.
BERLIN, MARYLAND

WANTED—Tree Seeds of all kinds

F. DELAUNAY, ANGERS. FRANCE

Extensive grower of Fruit Tree Stocks, Young Forest and Ornamental Plants; Tree Stocks; Evergreen and Deciduous Plants; Rose Stocks, etc., for Nursery Planting. Best grading and packing.

We handle your order, large or small, in fine shape. Want lists invited.

For all information as to stock, prices, etc., address

C. H. WEBER, American Agent,
GREENFIELD, IND.

Effective Advertising

To be most effective, advertising should have the willing attention of a reader. It should not be forced or masked as is often the case with circulars.

Readers of "American Fruits" expect it to contain both reading matter and advertisements. Both pertain directly to their business. The advertisements in "American Fruits" are read as an index to the varieties of stock on the market and as an indication where wants may be supplied.

Advertising is of such interest today that it does not need to be disguised.

PEACH TREES! PEACH TREES! ONE YEAR APPLE WHIPS!

One-year and June Buds

SPLENDID stock sold at live and let-live prices. Our facilities for growing stock are such that we cannot be undersold. Very low prices in car lots.

TENNESSEE NURSERY COMPANY

32nd Street, No. 2 Fillauer Bldg.

CLEVELAND, TENN.

Strike of Nursery Hands In England

For a considerable time past there has been unrest among the two hundred or more employees of two of the largest nurseries in the Working district, namely, those of George Jackman and Son and W. C. Slocock. This unrest reached an acute stage when, at 10 o'clock on Monday last, the great majority of the men and boys in the employ of the latter left work, and gathered near the grounds of the former. At 1 o'clock, instead of returning to their employment, many of the hands of Messrs. Jackman joined the others, and at the call of someone who led, to "form in line," marched the roads and added to the number as they went. Pressure—not, however, of a violent kind—was put upon those reluctant to leave, and thus by the evening, in both cases, the nurseries were practically without labor.

The men ask for a general rise of 3c. a week, and half-day Saturdays.—London Nurseryman and Seedsman, Nov. 8.

A week later this announcement was made: "There is a settlement in this case, and the men returned to work this morning (Wednesday). The majority are to have a rise of 2s. a week; the others 1s. Respecting the Saturday half-day, this is granted during half the year—the summer portion."

Ontario Fruit Growers

The annual meeting of the Ontario Fruit Growers' Association in Toronto last month was well attended and was productive of much practical discussion. President Parker of the Nova Scotia Fruit Growers' Association, gave an address in which he de-

scribed the success with which co-operative methods had met in that province. L. B. Henry, Winona, gave an instructive talk on "Current and Gooseberry Culture," Prof. J. W. Crow, O. A. C., gave a remarkably fine address on "The Factors Which Enter Into the Choice of Varieties for a Commercial Plantation of Apples," and R. S. Duncan, Port Hope, dealt with "The Neglected Orchards as a Source of Profit."

Importations

Following are the quantities of nursery stock imported into the United States from Belgium and Holland for the fiscal year ended June 30, 1913, according to the Florists Exchange:

	Belgium	Holland
Fruit trees	292	101,832
Fruit tree stocks.....		535,025
Bush fruits		22,247
Roses	25,196	1,632,252
Rose stocks	230	165,557
Forest and ornamental dec. trees	16,582	317,525
Ornamental dec. shrubs ..	109,690	394,726
Coniferous trees other than Pines	62,956	287,060
Pines	48	16,200
Evergreen trees	85,815	90,847
Evergreen shrubs	243,403	594,521
Field-grown florists' stk. .	131,254	184,859
Stocks, cut'g's or seed'g's. .	29,451	932,295

The value of these importations was: From Belgium, \$9,707; from Holland \$1,056,560.

Horticulturel Abroad

Lady Nunburnholme was awarded a gold medal at the Royal Horticultural Society's fortnightly show at Westminster September 10, for a magnificent collection of fruit from Water Priory, Yorkshire. The display included bunches of grapes, both black and white, as much as one foot in length, apples nearly the size of a small melon, pears seven inches long and of extraordinary thickness, melons, peaches, Golden Drop plums, and figs. The excellent quality of the fruit added to the interest caused by its size, and the exhibit was certainly the feature of the show. C. F. Raphael, of Porter's Park, Shenley, was also given a gold medal for a display of fruit.

Maine Pomological

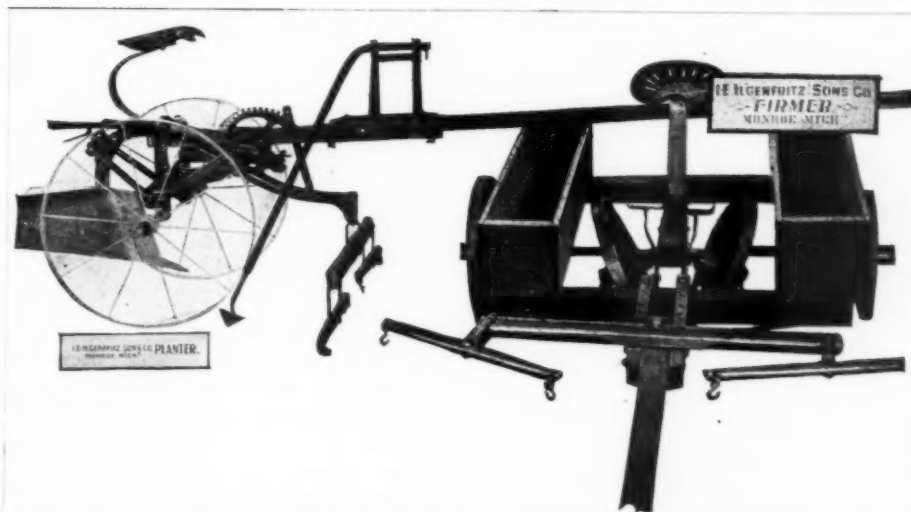
This year there was the greatest shortage of apples on record, with a great increase in the value of the crop, whereas a year ago there was a great overproduction, said President H. L. Keyser of Greene, in his address at the opening of the annual meeting of the Maine Pomological Society.

President Keyser gave his approval to the proposed advertising campaign to increase apple consumption and urged upon the society the necessity of a law for licensing and regulating the business of the commission merchants. He also urged an investigation of freight rates, especially those to Liverpool, to which port the bulk of Maine's apple crop is sent.

Just say you saw it in AMERICAN FRUITS.

I. E. ILGENFRITZ' SONS COMPANY PLANTER AND FIRMER

Great
Labor
and
Time-
Saving
Devices
for
Nurserymen



Better
and more
Uniform
Stands of
Stocks
Grafts
Cuttings, etc.
at less
Cost

Write for descriptive circular, with testimonials from Leading Nurserymen of eighteen States of the Union. If they can't get along without them, can you?

TAKE THIS MATTER UP AT ONCE. HAVE MACHINES FOR SPRING PLANTING

I. E. Ilgenfritz' Sons Co. The Monroe Nursery, Monroe, Mich.

(SEE OUR OTHER AD. IN THIS MAGAZINE)

AMERICAN FRUITS

An International Journal of
NURSERIES, ARBORICULTURE
COMMERCIAL HORTICULTURE

PUBLISHED BY
AMERICAN FRUITS PUB'G CO.
INCORPORATED

123-125 Ellwanger & Barry Bldg.
Rochester, N. Y.

Phones: - Main 1602; Main 2802
Phones: - - Stone 82; Main 82
RALPH T. OLCOTT, Pres. and Treas.

Chief International Publication of the Kind

SUBSCRIPTION RATES

One year, in advance	- - - -	\$1.50
To Foreign Countries, and Canada	- - - -	2.00
Single Copies	- - - -	.15

Advertisements should reach this office by the 15th of the month previous to date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., Dec. 1913

The American Pomological Association was organized sixty-five years ago. Its object has been the advancement of pomology, which has been recognized as a higher branch of agriculture. The organization always has co-operated with the Department of Agriculture, and is recognized by the department as having had great influence in improving and enlarging the fruit and nut resources of the country. Its work is carried on chiefly by committees.

U. Grant Border, of Baltimore, chairman of the advertising committee of the International Apple Shippers' Association, delivered an address at the Indiana Apple Show, on "Marketing the Apple" in place of R. H. Pennington of Evansville, Ind., president of the association, who was unable to reach Indianapolis. C. H. Baldwin, state entomologist, had an attractive display which showed the various insect pests that war against the apple crop. Mr. Baldwin and his seven assistants were kept busy explaining the causes and the prevention of the various blights.

Prizes valued at \$3000 were offered at the third biennial New England Fruit Show in Boston, last month.

Thirty-nine farmers of Genesee county have formed an organization for the purpose of resisting the delivery of catalpa trees which they ordered under alleged misrepresentations in the spring. The action is a repetition of what happened in Wyoming county two weeks before and it appears that the entire section of Western New York was thoroughly canvassed by catalpa tree agents.

With every standard variety of apple grown in the Pacific Northwest on display, the sixth National Apple Show and Fruit Products Congress opened in Spokane and continued until November 22. Through the elimination of carload exhibits this year, the growers devoted more attention to the one, ten and twenty-five box displays, making the most representative and comprehensive showing of apples ever placed on exhibition in the Northwest.

Nursery Freight Tariff

Some of the Western nurserymen appear to be in doubt in regard to the correct rate on nursery stock as carried in the East and West bound trans-continental freight tariffs. One company writes that they did not know the Western classification schedule would not apply.

The tariffs in question name a commodity rate of \$1.25 per cwt. with a minimum of 20,000 pounds. Each tariff has four sections and states that if the rates in one section make a lower charge than in the other sections the lowest rate will apply.

On this subject Chairman Sizemore, of the Transportation Committee of the American Association of Nurserymen, says:

"A car loaded with nursery stock in a 36 ft. 6 in., car weighing 16,000 lbs or less would be cheaper at the class rate although the said class rate is higher than the commodity rate."

Creating Nursery Demand

In another column of this issue of *American Fruits* is an article by Louis Erb, Cedar Gap, Mo., which appeared originally in the *Packer*. Some men in the nursery business cannot yet see what such an article has to do with the nursery trade; and they profess to think that the publication of such an article brands this magazine as something other than a nursery trade journal.

Well, the editor of *American Fruits* established and for eleven years, 1893-1904, conducted and controlled the editorial policy of the first nursery trade journal ever published in America. He found it necessary to educate some in the trade, from the outset, as to what a trade journal should stand for; though, to the credit of the trade in general, it should be said that the great majority of leading representatives understood and appreciated what was being done.

But the full measure of development of the nursery trade in this country will not be even approximated until a very large proportion at least of its members step out of the narrow confines of the nursery row, at frequent intervals, to survey the situation broadly.

Any discussion which aims to increase the demand for fruit of any kind which may be grown over large areas in America, or to increase the demand for landscape improvement by means of nursery stock, is of direct interest to nurserymen. It would seem unnecessary to lay down this axiom in the twentieth century, but expressions which occasionally escape from the lips of nurserymen—both fruit and ornamental stock growers—shows that the axiom is unheeded. We respectfully refer the intelligent and thoroughly progressive nurseryman again to the article in this issue by Mr. Erb. And the files of *American Fruits* show many, many articles of similar import and of equal importance to the nurseryman.

Mr. Erb expatiates on the Ben Davis apple, but that is only incidental to the main

purpose of his article. We trust our readers will not read into our comment any indorsement of a particular brand at this time. That is not the point; it is the broad subject, rather.

An Unequaled Record

If the reader will refer to the index to the two volumes of *American Fruits* for 1913, published in this issue, he will see at once the desirability of preserving all the copies of this magazine. For the index shows not only a wide range of Nursery Trade topics presented throughout the year in these columns, but also hundreds of items not elsewhere obtainable. It is the exclusive trade news service which has made *American Fruits* the peer of all similar publications and the reliability of this service has made the magazine a high authority in the state.

Demand for back numbers has been so strong that for many of the months the issues are exhausted. Therefore it is particularly important that copies should be preserved by subscribers, for they cannot be replaced. They constitute an unequalled record of the Nursery Trade.

Association Should Act

At the annual convention of the American Association of Nurserymen in Portland, Ore., last June, it was voted to apply for membership in the International Horticultural Association, upon motion of George C. Perkins of Jackson & Perkins Company, Newark, N. Y., following a statement by Norbert Levavasseur, of France, as to the province of that association.

We have procured the necessary information from the secretary of the International Association, C. Van Lennep, The Hague, Holland, and present it in this issue of *American Fruits* for the convenience of the officers of the American Association of Nurserymen.

Want Uniform Laws Too

Exactly what the nurserymen desire to do with regard to uniform state laws is proposed by the automobilists. Seven states were represented on November 21 at the first meeting of the Uniform Motor Vehicle Legislation Commission at the Hotel Belmont, New York city. New Jersey had prepared for the use of the commission a digest of the laws in the eastern states, showing wherein they agreed or differed and this was used as a basis for bringing the automobile legislation before the body. In almost every case it was agreed that uniformity of phrase and intent could be attained. It seemed to be the opinion of most of the commissioners that the automobile laws had grown out of all proportion to the necessities, both in bulk and complexity, and that the substitution of a simple and universal code of traffic rules for the existing statutes would be of great benefit.

This is almost a parallel case to the nurserymen's. The fact that so large and influential a class as the automobilists is working for uniform state laws will be of direct value to the nurserymen in their efforts to effect a similar result with regard to nursery laws.

Now let every nurseryman who ships or receives stock by shipment, add his contribution to the fund needed to obtain uniform state laws.

What Nurserymen Have Long Wanted

Do the nurserymen of the United States want uniformity in the provisions of state laws regulating the inspection and transportation of nursery stock? Over and over they have said they do. Time and again have the widely varying regulations of the several states been the subject of criticism because of the great inconvenience and because of the actual money loss in many cases resulting from the long-standing diversity of regulations.

State rights have been asserted to a marked degree in the making of laws to which the nurserymen must bow. Precedent and the constitution appear to stand in the way of federal legislation, at least for the present and the immediate future, and the trade must look to changes in state legislation, rather than to federal action, for relief from this diversity. If a proposition were made, by some factor with power to put it into execution, that for a stated sum an undertaking would be made to establish practical uniformity in the state regulations regarding the handling of nursery stock, with assurance of success, what stated sum would be paid by the trade? In other words, what is it worth to have uniform state regulations in this matter? What is it worth in the aggregate to the nursery trade, in view of all the perplexing conditions of the past and present?

Isn't it worth the comparatively insignificant price of twenty dollars to every nurseryman who ships stock, to be able to send a shipment into any state under uniform regulations? But suppose that each of five hundred nurserymen out of the five thousand in the country should contribute only half this amount. The result would be \$5,000.

Now it has been proposed by the members of the American and the Pacific Coast Associations of Nurserymen, in joint convention, to accomplish what is desired—and at a cost probably well within five thousand dollars.

This proposition has been placed before the nurserymen of the country, backed by the strongest two nursery organizations in the world and indorsed by the leading men in the trade, yet we are informed that the Horticultural Improvement Fund amounts to only about one thousand dollars, after a period of five months for its accumulation.

To accomplish the result aimed at, more money is absolutely necessary. The end desired will never be attained for the simple asking. State authorities are jealous of their prerogatives and they are not at all disposed to cut and trim their legislation to suit a particular class. Able advocates must be employed to convince many minds in many commonwealths of the jus-

tice of the nurserymen's demands and at the same time of the preservation of autonomy. The codification of all state laws on the subject itself is a large task. Yet the plan proposed seems the only practical one.

By the trade organizations must the brunt of the work be borne, though it would seem that interests of unattached nurserymen of the country, being identical with those of association members, would impel many to contribute. Organizations without exception, that have met in convention since the plan was outlined at Portland, have indorsed it—the Southern, the Texas, the California, the New York associations, in addition to the American and the Pacific Coast.

It cannot be said that the proposition has not been prominently presented to the trade; for, in addition to the efforts of the national, Pacific Coast and district and state associations, *American Fruits* has repeatedly, in double-headed editorials, directed attention to the importance of the project.

It would be of little use to undertake the work without the means to carry it through. The members of the committee, of which William Pitkin, Rochester, N. Y., is chairman, ask no compensation for their time in the matter and they should not be asked to proceed without the encouragement which an adequate fund would provide.

No one is asking for anything exclusively for himself in this matter. It is a plan to advance the interests of the nursery trade. If the trade does not want the results aimed at, and is not willing to pay a reasonable price therefor, it can let this opportunity slip by. But it should be remembered, as George C. Roeding and others have ably pointed out, that present conditions are only indicative of restrictions which are very likely to become unbearable and so serious as to jeopardize the welfare of the nursery business.

In conversation with a representative of *American Fruits*, Chairman Pitkin, of the committee, said:

"If the members of the two associations expect that very much in the way of results are to be accomplished by the committee, they have got to put up more money.

"The first step is to employ a first class attorney, whose duty it will be to thoroughly and carefully digest the various state laws now in force, and from that information endeavor to formulate a bill which will be generally satisfactory. No cheap attorney can do that work. The committee thinks that the attorney who does the work properly can earn at least one thousand dollars, and in addition to that amount there will be a considerable amount for ex-

penses by the committee and the attorney, and after the bill is formulated it will be necessary for the committee to have conferences with the Federal Horticultural Board, with the representatives of various state organizations, state inspectors and others, and it means a lot of time, a lot of work and considerable expense. The committee feels that it should have several thousand dollars in sight to take care of the matter if it is expected to carry the work through to a successful completion.

"The present list of subscribers is but a very small percentage of the total membership of the two associations. The importance of the work, we think, is realized by every shipper of nursery stock in interstate commerce, and we believe that sufficient funds can be realized so that the committee will feel encouraged to go ahead with the work.

"The members of the committee ask no compensation for the time which they propose to devote to the matter, but the necessary expenses will be large, and there is no use in starting in with the work unless sufficient money is in sight to carry it through.

"If the members of the two associations feel that the matter is important and should be carried through, they can show their interest and enthusiasm by prompt and generous subscriptions."

A thousand dollars is a good start—an excellent start—and if subscriptions were coming in proportionately at the present time, this appeal to the trade would not be necessary. It may be that the demands of packing and delivery time are responsible for a let-up in the work of constructing the fund. Now that this period has passed, let us all give special attention to this prime subject before the trade and make subscriptions promptly and directly to the treasurer, Peter Youngers, Geneva, Nebraska. There ought to be no doubt of the result.

STATE VICE-PRESIDENTS, A. A. N.

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Arkansas. George Parker, Fayetteville
California. E. W. Weldmann, Chico
Colorado. J. A. Valentine, Denver
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American Pomological Society's Biennial Session

Representative Horticulturists of This Country and Canada at the Washington Meeting---Remarkable Fruit Show---Apple Display Included 450 Varieties---From Massachusetts and Oregon and Most of the States Between---Fine Exhibit of Citrus Fruits---Practical Addresses By Leading Authorities---Award of the Wilder Medals and Honorable Mention---At San Francisco In 1915.

A SYMPOSIUM on fruit and nut culture was enjoyed by a representative attendance at the meetings of the American Pomological Society, the Eastern Fruit Growers Association, the Society for Horticultural Science and the Northern Nut Growers Association, in Washington, D. C., November 17-22.

Delegates to the American Pomological Society's biennial meeting were present from every state, Canada, Hawaii, Alaska, the Philippines, and Porto Rico, and a number of foreign countries were represented by American agents.

Secretary Houston was on hand early to open the convention with an address of welcome and advice. Interest centered in the recommendation by the executive committee on the location for a permanent home for the society. Washington, Philadelphia, St. Louis, Cleveland, and Cincinnati were among the cities under consideration.

Scores of varieties of apples and numerous other fruits were spread out on exhibition tables in an attractive array in the National Museum, where the meetings were held. All the commercial varieties of apples were represented, ranging in size from the little "lady apple" hardly large enough to make one bite, to the great red specimens as large as a double fist. Near them were the various members of the citrus family from the diminutive kumquat to the great grapefruit. F. C. Trefry, Miami, Fla., with the aid of the board of trade of his city,

made a fine exhibit of kumquats, lowquats, Spanish limes, citrons, calabash, monstera deliciosos, cocoanuts from the blossom up to the matured fruit, every variety of pineapple, sapodillos, sugar apples, etc. There were eighty-two varieties of citrus fruits, including persimmons which had lost their pucker through treatment with carbolic acid gas.

One of the interesting exhibits at the big fruit show was that of the Dominion of Canada, which displayed 145 apples, seedlings of known parentage, all of which originated in Canada. The New York experiment station at Geneva, N. Y., showed forty-five seedlings of known parentage originated at the station. A big exhibit of apples from the Wenatchee Valley, Washington, was made.

The apple display included 450 varieties. A big exhibit of grapes by the Department of Agriculture attracted much attention. This exhibit included grapes of every size and color, from the tiny, round black grapes that look much like buckshot, to the big amber or rosy Tokays. The grape exhibit was in charge of the viticulturists of the department.

Apples, pears, peaches, plums, from orchards in Massachusetts and orchards in Oregon—and about all the states between the two—made up the bulk of the exhibit, striking displays being those of Virginia and West Virginia orchardists.

Addresses at the meeting of the American Pomological Society were made by G. C. Husmann and H. C. Gore, of the Department of Agriculture; W. T. Macoun, of Canada; Leonard Barron, New York; H. C. Hendrickson, of the British West Indies; F. W. Popenoe, of Washington; C. G. Patten, of Iowa; W. S. Perrine, of Illinois; G. L. Taber, of Florida; W. R. Lazenby, of Ohio; C. I. Lewis, of Oregon; E. H. Shepard of Oregon; R. G. Phillips, Rochester, N. Y.; C. W. Garfield, of Michigan; J. Russell Smith, of Pennsylvania; W. B. Leffingwell, of Oregon, and others. Representatives of the Fruit and Nut Growers' Association gave lectures devoted to their industries.

That the Ben Davis apple of commerce should henceforth travel under some other name was the proposition advanced at this session of the Pomological Society by W. S. Perrine of Illinois. Mr. Perrine argued for a change of name on the ground that in some parts of the country the Ben Davis grows to perfection, the inference being that in those sections the Ben Davis is actually edible.

Wilder Medal Awards

Winners of Wilder medals at the fruit show were:

Silver medals—Charles G. Patten, Iowa, for collection of hardy cross-bred fruits suited to the region tributary to northern Iowa; Glen St. Mary nurseries, for exhibit of citrus and similar fruits, and for an exhibit of material illustrating varieties and methods of propagating and pollenizing persimmons; the state of Montana, for its exhibit of the choicest varieties of apples; North Carolina Horticultural Society, for a general collection of native fruits and nuts; National Nut Growers' Association, for a collection of pecans; state of New Jersey, for a general collection of fruits of that state;

L. F. Gondeau, Louisiana, for a new seedless orange; W. S. Macoun, Ottawa, Canada, for a collection of new and promising apples; Dr. Paul Evans, Missouri, for a collection of new fruits of known parentage.

Bronze medals—Wisconsin Horticultural Society, for exhibit of Gem apples; James M. Hoge, Virginia, for exhibit of Branch apples; Northern Nut Growers' Association, general exhibit of nuts; Silas Wilson, Idaho, general collection of apples.

Given Honorable Mention

Honorable mention was accorded the following: Franklin P. Gahl, New Jersey, collection of cranberries; C. C. Newman, North Carolina, exhibit of the new southern apple which has been named the Rabun; the Crest Orchards, Virginia, for display of special high-grade commercial apples; the state of West Virginia, for display of commercial varieties of apples; the Oregon experiment station, for collection of filberts; the state of Kentucky, for display of fruit on plates; the state of Virginia, for display of high-grade fruit in boxes; E. R. Lake, for collection of new varieties of English walnuts.

Mrs. J. B. Emerson of New York and Virginia was awarded first honors for best basket of fruit, with the Virginia Horticultural Society second. Special recognition was voted the Wenatchee Valley (Wash.) display of apples, which was not entered in competition. The jury of awards expressed high commendation of the color, size and uniformity of the fruit and the exactness of the pack.

Changes in the method of scoring apples were adopted by the society on recommendation of a committee which has had this question under consideration. Hereafter the varietal value of the fruit will be judged on the basis of 40 points for dessert quality, 35 points for market value and 25 points for culinary value.

It was practically decided to hold the 1915 meeting of the American Pomological Society in San Francisco.

The California Fruit Growers' convention will be held at San Jose, December 2, 3 and 4. The principal speakers will be Dr. H. J. Webber, C. C. Teague, who will talk on "Firing as protection against frost," H. P. Stabler, Frank McKevitt, R. S. Vail, Carrie A. Whelan, Professor C. B. Lipman, W. W. Fitzgerald and Frederick Maskew.

FOR SALE—100,000 One Year Apple Trees, grown from Whole French Seedlings. Retail and Wholesale. Write

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**Apple Seedling
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Apple Trees, 2 years

**Our Apple trees are a clean,
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**Kieffer Pear, 2 years
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**Flowering Shrubs, in
variety**

**We have a very line stock of
Althea, both tree and bush form.
Good list of varieties**

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Events in Nursery and Orchard Rows

Special Reports to "American Fruits"

Practical Work in Iowa—That Iowa apple trees will respond to all of the encouragement developed by modern scientific horticulture has been demonstrated by the harvesting of fruit grown this year in the state's experiment orchard, on the Royer farm east of Council Bluffs. Profs. Lorenz Greene and T. J. Maney say that more than 2,000 boxes of fine apples have been packed and gathered as part of the season's crop. One-half of these apples grade up to the highest standard established by the Hood river development and will bring the fancy prices in whatever market they are offered. The other half were of lower grades, mainly from defects caused by injuries inflicted by wind storms. Nearly the entire crop, however, will bring top-market prices, yielding a revenue that will most likely meet about all of the expenses of the station. The experiments were made to have values that will reach far into the thousands of dollars each year hereafter for fruit men in the vicinity alone, and of equal value throughout the western part of the state.

Confederate Veteran Helping Texas Nurserymen—In consequence the election of a Confederate Veteran to an office of the Texas Nurserymen's Association, all Confederate Veterans of Texas are being urged to aid the nurserymen in their purpose—that of interesting more people in growing nuts. H. G. Askew, commander of the old second and third brigades, Confederate Veterans, has received a long letter from his former comrade E. W. Kirkpatrick, in which he was asked to aid with the work. "I am not to be considered 'nutty,'" said Commander Askew, "but I am to give all the aid I can to the nurserymen while I am traveling about the state in the work of organizing more Confederate camps. I will talk some of the benefits and opportunities open to the people of Texas if they will join forces in forwarding the nut industry. Pecans, their growth and marketing will be a side issue of mine during the remainder of my travels." The pecan prize committee of the Texas Nurserymen's Association was composed of E. W. Kirkpatrick, chairman, McKinney; J. R. Mayhew, Waxahatchie; J. M. Ramsey, Austin; M. Falkner, Waco.

Belgium Laughs at U. S.—After making a tour of this country to study our agriculture, Mr. Bauwens, of Belgium, goes away laughing at us. He intends to report to his government that there is no such animal. Mr. Bauwens comes from the most densely-populated country in Europe. Belgium has something over 11,000 square miles, which support a population of 7,074,910. Wisconsin, one of our leading agricultural states, is about five times as large as Belgium, and supports 2,333,860 people. With the same density of population as that country it would have 35,000,000. There seems no reason why at least half of this country could not produce crops as heavy as those raised in Belgium, where every acre maintains a human being.

Encourages Nursery Demand—There have been many remarkable cases of old trees entirely renewed in Pennsylvania and made to produce as fine fruit as ever grew on trees in any country. The orchard of Judge Holt, of Beaver county, is one of the many conspicuous examples of this kind. There the trees were but the ordinary unattended fruit trees, and the fruit was consequently of the very ordinary kind. Within two years after the orchard was put into proper shape, under directions of one of Professor Surface's demonstrators, Judge Holt took over one dozen premiums at the county fair from fruit grown in his orchard, and has continued to grow prize fruit since then. It is worth while to see the application of such methods in the state's effort to give such aid wherever needed in every one of her 67 counties.

Just say you saw it in AMERICAN FRUITS.

Visitors Crowd Massachusetts Orchard—This year's bumper apple crop in North Grafton, Mass., has done more to bring the village into prominence than anything that has occurred there in years. This fact is all the more remarkable when it is known that only two farms in the village produced these big crops. S. Lathrop Davenport, at Laurel hill fruit farm, and Avery J. Elvidge, at Edgewood stock farm, Brigham hill, are the men who have achieved fame as fruit growers. The Albert Knowlton orchard, on Creeper hill, which Mr. Davenport has leased for 10 years, has been visited this fall by scores of farmers and fruit growers from all over the state. In fact, the big crowd of visitors who have swarmed the orchard the past three weeks has materially interfered with the harvesting of the crop. Still, all have gone away from the orchard convinced that New England can produce apples of as fine quality and quantity as they can anywhere in the country.

Pecan Nuts in Seven Years From the Seed—J. T. Patterson, of Wiggins, Miss., says that his method for hastening the seedling pecan in the bearing of nuts is to cut the tap root off, two feet below the surface of the ground where the tree is planted. He says that the time to do this is three years from the time the tree comes up from the seed. Mr. Patterson claims that this method will insure pecan nuts in seven years from seed planting and also asserts that it tends to largely increase the yield. Referring to the life of the pecan being practically unlimited, he told of a tree now growing near Hermanville in Claiborne county, Miss., that grew from a pecan planted by his mother in the year 1857, that yields as much as four barrels of nuts a year. This tree, says Mr. Patterson, has no tap root, as it has been moved and replanted twice and today measures four feet across its trunk.

Tree Planting at Exposition—Beginning last month trees large and small were transplanted in increasing numbers from their temporary resting places in the Presidio nurseries to the grounds of the Panama-Pacific International Exposition, where they take their places in the extensive scheme of landscape gardening, prepared by John McLaren, assisted by his son, Donald McLaren, for the celebration of the completion of the Panama canal. The first trees transplanted were those for the north garden, along the esplanade of the Marina. While the gardening for the south parks and flower beds will be formal, that for the north garden will be natural. The trees are placed in such positions about the broad greenwards as to produce an effect of natural meadow, with visits through the trees of the waters of the bay, and the hills of Marin county in the distance.

Has Cured Peach Yellows—In answer to an inquirer Prof. H. A. Surface, Harrisburg, Pa., says: "While in my own orchard I have apparently cured trees of yellows, I can not say that others can do so, and do not therefore, find it best to hold out any hope to persons in vicinities where this disease is to be found. Plant pathologists at present consider it incurable. I must accept the statements of specialists in his line, as it does not belong to science of entomology or zoology, which is my specialty. While I believe I have cured it, and I am yet working on this proposition, it is not far enough developed for me to say to others that they can do the same, and your surest method is to accept the teachings of the specialists in plant disease, who regard it as incurable, and who say that as soon as a tree is infested it should be torn out and burned. I certainly do not recommend continued planting of peach and plum in the vicinity of peach yellows, unless a person is prepared to undergo the inevitable loss that will come. By all persons in one region uniting in the agreement to pull and burn the diseased trees at once, it can be kept in check."

To Push Arizona Fruit—Arizona growers propose to advertise their fruit extensively. The express companies are co-operating. This season there has been placed in effect a maximum rate of \$4 per hundred on such products from all Arizona points to the far eastern points. This applies to shipments to any office of the Wells, Fargo, Adams, American, National and United States Express companies. It is now possible to send a ten-pound box of fruit, nuts, olives and other characteristic Arizona products anywhere in the country, except to the South Atlantic states, at an expense of 40 cents. The opportunity for development of trade in Arizona food products is a most attractive one.

To Increase Canadian Demand—Toronto is at present a small user of apples, as compared with similar cities in the United States. One reason is that the people have not been educated as to the food value of the fruit, its comparative cheapness as an everyday article of food. A stronger reason, however, is said to be that hitherto good apples have not been available in the stores. The city of Seattle, with a population of 250,000, used in the season of 1912-13 883 carloads of apples, or about 500,000 boxes. Taking the population of the United States at 90,000,000, it is shown that if the other portions of the country used apples as largely as Seattle, the United States would consume approximately 200,000,000 boxes of apples, while the total production of apples in the country that season was only 120,000,000 boxes, and if the city of Toronto was as heavy a user of apples as Seattle it would consume a million boxes in a single season, or one-third of the total quantity annually exported. The apple growers of Ontario now realize that they must not only grow, properly pack and place on the market good fruit, but they must carry on a campaign that will help the consumers to realize the value of the apple as an article of food. The ordinary housewife will hesitate before paying \$2 for a bushel box of apples, but will freely pay a like amount for a pair of chickens or a small roast.

Florida Grove Brings \$100,000—J. J. Heard of the Heard National bank of Jacksonville, has disposed of his handsome orange grove property four miles west of Arcadia, Fla., to W. J. Willingham of Lake Park, Fla. The consideration was \$100,000, and is considered such a bargain by the purchaser that Mr. Willingham gives it as his conviction that he would not consider an offer of \$125,000 for it. The property is conceded to be one of the most desirable properties of De Soto county. It embraces one hundred and eighty acres, 100 acres of which is set to oranges and grapefruit of both the seedling and fancy budded varieties. The property is situated amid a beautiful oak and pine forest on rolling hill land and is reckoned among the most picturesque of the properties of DeSoto.

Good Results of Kansas Drouth—Kansas has a big apple crop this year. This is the belief of Walter Wellhouse, secretary of the State Horticultural society, and an extensive apple grower himself. And the drouth did it; the drouth followed by rains at just the right time. All during the hot days when the crops were withering away; when people's tempers were reaching the breaking point, the apples were busy storing starch; not growing fast, but storing up starch. Then when the rains did come the apples began to grow, swelled up—and there were lots of them. The drouth did another good thing for the Kansas orchardists, according to Secretary Wellhouse. The poor trees, the ones that never would pay the orchardist a profit, did not survive the drouth, but succumbed to the heat and lack of moisture. The ones that are left will form the basis for good orchards of apple bearing trees.

Just say you saw it in AMERICAN FRUITS.

National Nut Growers In Annual Convention

Three Hundred Delegates Discuss Trade Subjects---Nursery Methods In Detail---Plans For Marketing Crops---President Charles A. Van Duzee and the Other Officers Re-elected---Some New State Vice-presidents---Winners of Prizes Offered By the Texas Nurserymen's Association---Thomasville Ga., Next Year and San Francisco 1915.

SAM H. DIXON, Houston, Tex.

THE MOST important development at the twelfth annual convention of the National Nut Growers' Association, which was held at the Rice Hotel in Houston, Tex., Nov. 5-7, was the evident determination of the members to organize themselves from the Northern pecan shellers who, it is charged, are doing all they can to lower the price of pecans to themselves and to keep the price as high as in the past to the consumer.

A number of the delegates to the convention who made addresses after the report of the committee on markets was made by Arthur A. Rich, said the time has come when the nut growers must organize and co-operate in the marketing of their crops so that wholesale buyers may not control the situation as at present.

"Here in Texas the nut growers are to a great extent in a condition strangely analogous to that of live stock men 30 to 40 years ago," said Judge Charles L. Edwards of Dallas, in his address on "Propagation and Culture of the Pecan." In those days," said Judge Edwards, "some of the more progressive cattle men were desirous of raising thoroughbred cattle and horses. Fine animals were brought into the state at fancy prices from other states, but the new owners did not know how to handle them.

Stockmen Learned Lesson

"The stockmen learned their lesson in course of time, and the planters of fine pecan trees are slowly but surely learning their. The painstaking care and diligent attention now given to fine breeds of live stock will one day be given to budded and grafted nut trees. When that day comes to pass, results will be the same; pleasure and profit to progressive owners.

Judge Edwards believes in spring budding of trees. He thinks crown budding works well if done from the beginning of sap flow in the spring up to the middle of August. After that time the buds seem to do better when put in the stems of the stock.

The convention was formally opened by President Charles A. Van Duzee, Cairo, Ga., an abstract of whose address appears in another column. The three hundred delegates were welcomed by Governor O. B.

Colquitt and the response was by T. P. Littlepage of Washington, D. C.

Committees and Resolution

The following committees were appointed by President Van Duzee: Nomination, E. W. Knox; Mrs. T. A. Banning, J. B. Wight, Guy P. Stubbs, C. A. Simpson; time and place of next meeting, S. H. Dixon, T. L. Littlepage, W. N. Young; resolutions, J. R. Sprague, N. B. Dixon, J. P. McCann, A. K. Klingman, H. K. Miller; president's address, H. K. Miller, M. Falkner, P. P. McKeown, W. N. Hunt, Mrs. T. A. Banning, Robert G. Arlington.

E. W. Kirkpatrick of McKinney made an interesting address on "Nuts to the Rescue in Our Future Food Supply."


The following resolution was adopted:

Whereas, the rapid increase of nut bearing trees, unless soon accompanied by some systematic marketing plans, is likely to be productive of great waste and disappointment to growers; and whereas the high degree of efficiency already reached in co-operative marketing, notably in California and Florida, should encourage the nut growers of the South to undertake to secure a more stable and satisfactory market for their product; therefore

Resolved, That this National Nut Grow-



Persian Walnut Tree Three Years From Bud, Which Bore 21 Fine Walnuts
J. F. Jones, Lancaster, Pa.



GARDEN LITERATURE FREE!

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a HANDBOOK for NURSERYMEN and FLORISTS. 112
THE PAEONIA.
HOW TO FORCE LILACS. Illustrated.
HOW TO FORCE RHODODENDRONS.
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A POSTCARD WILL BRING THEM.

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HIGH GRADE BOSKOOP NURSERY STOCK
BOSKOOP HOLLAND.

20,000,000 STRAW-BERRY PLANTS DEW-BERRY PLANTS

Over 100 varieties of strawberries, including the best fall-bearing sorts.
Lucretia and Austin dewberry, fine tipped plants.
Furnishing nurserymen and associations my specialty for ten years.
All plants fully graded and selected.
If we are not already furnishing you, write for our list. Prices low for QUALITY plants.

E. W. TOWNSEND, The Fair Dealing
Nurseryman
Berry Street, SALISBURY, MD.

National Nut Growers In Annual Convention

at once to secure the organization of a National Nut Growers' exchange based upon well established and successful methods, to secure more efficient grading, packing and marketing of pecans and other nuts, and be it further

Resolved, That the president of this association is hereby authorized to appoint a committee on organization, which shall proceed at once to develop ways and means to effect such co-operative organization of nut growers.

"You gentlemen are engaged in the best business in the United States," said Edward Kone. "You are working to establish an industry in this country the future magnitude of which is beyond your least conception. Even now, the wild pecan trees of Texas are bringing to this state a revenue of several million dollars each year. In one county alone I know that the annual income from pecans amounts to over \$250,000."

Discussion on Nursery Methods

Theodore Bechtel of Ocean Springs, Miss., led the discussion on nursery methods. He said a soil which would allow good root development is the best adapted to pecans. Mr. Bechtel believes young trees should be handled with care.

The discussion on orchard management was led by B. W. Stone of Thomasville, Ga. For nursery planting Mr. Stone thinks it advisable to have the trees six feet apart in the nursery row, because pecan trees "have lungs." In his pecan nursery at Thomas-

ville, Ga., Mr. Stone uses 500 pounds of fertilizer to the acre. The nuts should be planted five or six inches apart. In Georgia planting is generally done in the middle of December. The ground over the planted nuts should be kept clean. The young seedling trees should be cultivated twice as much as cotton. Those desiring to do their own budding should study the subject carefully. In reply to a query as to what variety of pecan was the best to plant, Mr. Stone said, "When in doubt, plant the Stuart."

C. A. Reed of Washington, D. C., spoke on "Varieties of Pecans and Their Behavior." He made the statement that the pecan exhibit in the banquet hall of the Rice was



Section of Large Bearing Persian Walnut Growing in Washington, D. C.—T. P. Littlepage in Foreground

the most complete exhibit of nuts ever presented in the United States.

There are between 100 and 120 varieties of pecans, according to Mr. Reed, but many of them are of no commercial value. He said the pecan is especially adapted to the South, although some pecans grow in Indiana, Missouri and even in Massachusetts. He especially recommended the Bradley, Curtis, President, Schley, Stuart and Allen varieties of pecans.

Prof. E. E. Scholl of Austin, Texas, and J. B. Gill of Monticello, Fla., delivered addresses on "Our Friends and Foes Among the Insects."

Professor A. Caswell Ellis of the University of Texas, has been conducting some personal experiments in pecan propagation and has arrived at some very definite conclusions regarding the more scientific side of nut culture. "In the selection of improved varieties of pecan buds and the grafting of these cultivated cuttings onto our native stock lies the future of the industry," stated Professor Ellis. "Within two generations

we would have a tree that would grow twice as fast as the wild pecan trees in their native Texas forests. Today in our pecan nurseries we frequently find certain sprouts spring up above their fellows, growing many times as fast as other sprouts planted from the same seeds. It is the duty of the pecan raiser to select these improved specimens and isolate them for the improvement of the stock."

Officers and Prize Winners

No changes were made in the official organization of the National Nut Growers' Association with the exception of the selection of a few new state vice-presidents. The officers at the close of the convention were as follows:

President, Charles A. Van Duzee, Cairo, Ga.; first vice-president, W. N. Hutt, Raleigh, N. C.; second vice-president, E. J. Kyle, College Station, Texas; secretary, J. B. Wight, Cairo, Ga.; treasurer, Nathaniel Brewer, Jr., Newport, Fla.; state vice-presidents, Alabama, A. M. Froyer of Feroppe; Arkansas, J. T. McKinnon, Siloam Springs; District of Columbia, T. L. Littlepage, Washington; Florida, A. A. Rich of Lamont; Georgia, H. W. Smithwick of Americus; Illinois, H. S. Watson of Bloomington; Indiana, H. M. Simpson of Vincennes; Louisiana, B. M. Young of Morgan City; Massachusetts, Frank A. Humphrey of Worcester; Minnesota, J. T. Van Duzee of St. Paul; Mississippi, C. Forkert of Ocean Springs; Nebraska, A. C. Davenport of South Omaha; New York, Dr. Robert T. Morris of New York city; Ohio, H. A. Gosard of Wooster; South Carolina, J. S. Horl-

(Continued on Page 147)

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The kind that gives satisfaction Can be supplied either plain or printed, with Iron or Copper wire attached in any quantity.

Our facilities for handling your requisite are unexcelled.

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DAYTON FRUIT TREE LABEL CO.

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GROWER of GRAPEVINES, CURRANTS, GOOSE-BERRIES and RASPBERRIES. Just the best for wholesale and retail trade, and grown in the very best locality for root growing in the world.

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American Agents for European Nurseries, book importation orders for the trade only; fall or spring deliveries; write for lists.

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DON'T take chances with your young trees. One rabbit will kill many in a single night. Mice and cut worms will damage and destroy them if you don't protect them. Get dollars' worth of protection at a fraction of a cent cost by using

Hawkeye Tree Protectors

Absolute protection against gnawers and borers. Prevent trees from becoming skinned and bruised by cultivator or lawn mower. Made of elm veneer, chemically treated. Easily put on and will last until tree is beyond needing protection. Don't wait until some of your trees are killed—order Hawkeye Protectors now. Regular size 16 inches wide, 26 inches high. Price in lots of 100—1 cent apiece, in lots of 1000—1/4 cent apiece. Special sizes made to order. Write for circular and samples.

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FOR LINING OUT

SHRUB SEEDS

Send for my lists

DANIEL A. CLARKE

Red Oak Nurseries

FISKEVILLE, R. I.

We Offer for Spring 1914

NORWAY MAPLE

SILVER MAPLE

CAROLINA POPLAR

IN CARLOTS

ALL SIZES

GET OUR PRICES

THE GREENBRIER NURSERY CO., Inc., Greenbrier, Tenn.

What Ornamental Nursery Stock is Doing

THE ORIENTAL PLANE—William H. Moon Co., Morrisville, Pa.

OUT OF a very large assortment of trees, that includes among others the lindens, willows, beech, oaks, catalpas and poplars, we have selected as foremost in our trade this season the American elm, Norway maple and Oriental plane. The beauty and reliability of these three trees are evidenced by the widespread usages of each. Their appearance is well known. Their economic importance is highly recognized by ten city foresters whose opinions have been compiled in an article in *The American City Magazine* for March, 1912. With the permission of that publication we quote from the experience of these experts.

Of the Oriental plane, William Solotaroff, superintendent of the Shade Tree Commission of East Orange, N. J., says: "The Oriental plane is by far the street tree of the world. It does better than any other species, both in this country and in Europe. It is perfectly hardy, grows a straight stem, forms a symmetrical, compact and round head. It has the advantage of the rapid growth of the White Maple and the Carolina Poplar, and possesses none of their many defects. It withstands city conditions better than most other trees."

Arnold Arboretum Notes

Three species, at least, of Hawthorns show their greatest beauty in early November. These species are *Crataegus cordata*, *C. nitida* and *C. persiciens*. *Crataegus persiciens* retains its leaves which are now as green as they were in midsummer, after those of all the other Hawthorns have fallen, and the crimson fruit remains without change of color on the branches until late in the winter, making this tree the most conspicuous of all the winter-fruiting plants which have yet proved hardy in New England. This tree in habit and in the shape and general appearance of the leaves resembles some of the Cockspur Thorns of eastern North America. Raised at the Arboretum from seeds sent from the Paris Museum, its native country is still unknown. No plant at all like it is to be found in the United States, although it is certainly a species of the New World. The fact that it retains

its leaves so late in the autumn indicates a southern origin, and, if it is not a hybrid, it is possible that it may still be found in some of the elevated valleys of central Mexico. But whatever its origin, this is a tree of perfect hardiness and exceptional ornamental value. The largest plant in the country and the type of the species can be seen among several large Hawthorns at the foot of the bank on the parkway near the Forest Hills entrance of the Arboretum, where it can be easily recognized as it is now the only plant in this collection with perfectly green leaves. Here, too, are several good plants of *Crataegus nitida*.

Unfortunately the European Holly, *Ilex Aquifolium*, and its numerous varieties, which are splendid ornaments of parks and gardens in more temperate regions, is not hardy in New England. This is also true of the evergreen Hollies of China and of the broad-leaved evergreen species of southern Japan, and only three species of these plants can be grown here. These are the red-fruited *Ilex opaca* of the eastern United States, and the black-fruited *I. glabra* and *I. crenata*. *Ilex opaca* is interesting, as it is the only broad-leaved evergreen tree which is hardy in New England. In general habit and in its fruit it resembles the European species. The bright red berries remain on the branches through the winter, however, and make it an ornamental tree here of the first class. There are several specimens in different parts of the Arboretum, and a large plant now covered with fruit among the Laurels at the northern base of Hemlock Hill. *Ilex glabra* is a round-topped shrub occasionally five or six feet high and is very common on sandy land in the neighborhood of the coast from New England to Texas. It is very hardy and is chiefly valuable for its small shining leaves which nearly completely hide the small black fruits which remain on the branches during the winter. This is certainly one of the most valuable of the evergreen shrubs which can be grown in this climate.

November 7, 1913.

Just as you saw it in AMERICAN FRUITS.

Shade Trees for City Ills

A strong argument for greater use of ornamental nursery stock and a good talking point for nursery salesmen is afforded in recent action by Philadelphia officials. Shade trees as a means of making city streets less torrid and more bearable during the hot months will be planted by the Street Committee of the Fairmont Park Commission, which has supervision over 127,301 street trees in Philadelphia.

The commission will first plant trees in the residential sections and on the widest streets. Efforts will then be extended to the other streets. Through this the commission plans to turn treeless streets into shady avenues as a step toward conserving life and health. A recent report by the commission points out how this is possible:

"Trees in the crowded and often narrow streets of a large city, favorably influence the health of citizens in several ways. Probably the most direct is through their influence in improving the quality of the air that we breathe. This is continuously deteriorated by the addition of impurities and the withdrawal of oxygen. The respiratory process of a million and a half of people and the thousands of stoves, ranges, furnaces, gas and oil lights and other sources of heat, light, and power are all taking from the surrounding air something essential to health and adding something harmful.

"Trees are ceaseless, untiring, effective agents of purification, and it would be safe to predict that the addition of 100,000 trees to our streets would result in a saving of human life that, represented in dollars and cents, would far more than counterbalance the outlay."

What progressive nursery concern will be the first to take this matter up, on lines indicated with municipal authorities?



An avenue of trees supplied by the William H. Moon Co., Morrisville, Pa. No improvement on this street adds more to the attractive appearance of it than these trees, which have enhanced property values beyond all proportion to their cost and maintenance. Oriental Planes—*Platanus orientalis*—were extensively used here as they are being used for city streets and suburban property developments in many places.

Creating Demand for Apple Trees

LOUIS ERB, Cedar Gap, Mo.

I CONSIDER that the advertising of the apple is one of the biggest and best things the International Apple Shippers' Association, has ever undertaken, and the committee that does all the practical work without a cent of pay should be encouraged and supported by all the apple growers throughout the entire country.

I am fully aware that the apple crop is short this year and there is no particular trouble in making sales even without advertising. But there are other years, and possibly next year, we may again have a bumper crop and the idea is to get the people into the apple eating habit before that comes on, so that such unsatisfactory conditions as existed in marketing the comparatively large crop of 1912 may not be repeated.

I contend that with a population of over 90 millions in the United States, besides the ever growing export trade there can be no overproduction of apples, provided the people are made to understand that besides

eating them in their raw states there are 197 ways of cooking apples. And this is what the advertising committee, of which U. Grant Border is chairman, proposes to do. Now, it costs money to do this work, and as the apple growers will be mainly benefited by a larger and more general consumption of apples, it behooves them to go down in their pockets and buy stamps and put them as nearly as possible on every barrel or box of apples they may pack and ship. If every grower will buy only some stamps, according to the size of his crop, he won't feel the outlay much and it will be a wonderful help and encouragement to Mr. Border and his fellow committeemen.



U. GRANT BORDER, Baltimore, Md.
Chairman Publicity Committee, International Apple Shippers Association

We growers in this Ozark section are particularly interested in creating a better demand for our famous Ben Davis apples, which, while as eating apples may not be quite equal to the Jonathans, cannot be surpassed as cooking apples in those 197 different ways. As a breakfast food there is nothing equal to a baked Ben Davis apple, but the trouble is very few people know it.

A few winters ago they held a meeting at Ithaca, N. Y., where it is said all the good apples are grown, and where they know how to make a good pie. They had the Western New York Growers' Association there, and at the hotel they had pie that was better than mother used to make, which aroused the curiosity of the members. Some guessed Spitzenberg and some another va-

riety, but they could not decide. Finally they appealed to the cook. The cook, a woman, was in the kitchen, and she said it was Ben Davis, and to prove it they had her Ben Davis trotted out to show. When the fruit growers saw them they were bound to admit that they were Ben Davis apples and the lady was made an honorary member of the Western New York Fruit Growers' Association because of her accomplishment as a Ben Davis pie-maker.

Now when Mr. Border and his associates tell the American people, as no doubt they will, about the excellent quality of the Ben Davis for baking as a breakfast food, for pie to ornament and enrich the dinner table and for apple sauce to grace the evening meal, and cause happy dreams, don't you know, Mr. Editor, there will spring up all over the country such a demand for Ben Davis apples that we will hardly be able to supply?

Therefore I firmly believe it is money in our pocket to support and encourage the advertising committee by freely sending in our orders to U. Grant Border, 218 Light street, Baltimore, Md., for a liberal supply of advertising stamps. Let us do it now and not wait till the season is over.

The Jewell

Nursery Co.

Lake City, Minn.

Established 1868

1500 Acres

Specialties for Spring 1914

Norway and Carolina Poplar. 2-3, 3-4, 4-5, 5-6, 6-8, 8-10, 10-12 feet.

Box Elder, Ash, Elm Seedlings—all sizes

American Basswood and Soft Maple Trees.

100,000 Currants, red and white.

75,000 McIntosh, Jonathan, Bellflower, Winesap, etc. 2 year, fine stock.

Three year apple in all Hardy Varieties.

Three year Crab.

Yellow Dogwood, Snowball,

Hydrangea

WRITE FOR SPECIAL PRICES

LET US PRICE YOUR GENERAL
WANT LIST

FOR THE TRADE FOREST TREE SEEDLINGS—Nursery Grown

6,000,000 Ash Seedling—one, two and three years old, also
Box Elder Wild Black Cherry Russian Olive Poplars Willows Catalpa

1,000,000 PLUM SEEDLINGS

Collected Stock—Cottonwood, Buffalo Berry, Juneberry, and American Wahoo
Shade Trees in Carload Lots

WRITE FOR PRICES

THE WHITING NURSERY CO.

Box 11

YANKTON, S. DAK.

CHAS. DETRICHE, SR.

ANGERS, - FRANCE,

Grower and Exporter of

Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs, Vines and Conifers for Nursery Planting

Information regarding stock, terms, prices, etc. may be had on application to Mr. Detriche's sole representative for the United States and Canada:

JACKSON & PERKINS CO.

Newark, New York.

CALIFORNIA PRIVET BERBERIS THUNBERGII

I have the largest stock of California Privet, in the country. I also offer Berberis Thunbergii, Norway Maples, Norway Spruce, Asparagus and Rhubarb Roots. It will pay you to get my prices. The stock will also please you.

C. A. BENNETT,

Robbinsville Nurseries

Robbinsville, N. J.

FOR SPRING OF 1914

We offer more than our usual supply of One and Two Year Apple Trees. We still have a large lot of Scions to offer. Write for prices.

JOHN A. CANNEDY NURSERY & ORCHARD CO.
CARROLLTON, ILL.



Just say you saw it in AMERICAN FRUITS.

Practical Pointers For Nursery Salesmen

A Little Serious Counsel—E. A. SMITH, Vice-President Jewell Nursery Co., Lake City, Minn.

Competition

Competition is good medicine. It keeps one active; calls forth a man and develops his best powers. Difficulties tax a man's resources—he becomes more ingenious—enterprising. Business is a battle. Competition is on the skirmish line. It either shoots first and hits the mark or is itself shot. The true salesman is a skirmisher. It is for him to meet competition at his end of the line and his house to meet it at the other end. A first-class article can be sold in the face of any competition anywhere, but a first-class salesman should see to it that the articles which he has to sell are properly pushed and displayed.

Price is not the only consideration. It is quality that counts. Quality defies competition. There is no limit to strong quality talk. It can be used to over-come cheap competition and it will do it.

Argument:—You buy an order from me and you will find what I say is true. Don't take somebody else's word for it; don't take mine, but take the article itself and that will convince you. To meet competition I do not believe in being tricky, or trying to trap you in any way. It is my business to sell goods. Our article has merits. That is why I am here to interest and explain these merits to you as plainly as my

ability will permit. I am glad to be selling an article that I believe is valuable to the customer. I would not urge you to buy any stock from me if I did not think that afterwards you would be glad you had done so. In selling you one order, I am looking further ahead and planning for repeat orders. Our house is doing business not for today alone, but for the future. I am after your future trade and wish to treat you right in this transaction. The only way to promote the interests of my house, and the only way I can promote the interests of its customers. No firm can be successful unless it gives the customer the kind of service that satisfies him. Service is the basis of trade—it is one great reason for living. So the concern that takes the best care of its customers and serves them most faithfully, is the one who will get the repeat orders. If I thought that this would be the only order I would get from you, I should not consider a single sale very profitable to anyone, because it would imply in part that you were not satisfied with your dealings with our house.

Use some of the above arguments as you may find them applicable to different situations and different customers; it is for the agent to work out the time, place and manner.

Well Sold

When you sell to a customer do not be satisfied with his signing his name to the order. Leave him impressed with the idea that you have sold something that is desirable, even necessary. Leave him feeling that you have taught him something, have served his interest and have opened a new avenue of pleasure or profit. He will then be glad to see you again.

He will then call for his stock and pay for it at the time agreed. A half-sold customer is always poorly sold. He is sorry the next day that he gave you an order at all. Take pains to explain to your customers the best way to plant and the special value of the stock you have sold him. He will appreciate it.

Peaches Worth \$7000 from Nine Acres—From nine acres of Tuscan cling trees, Mr. Schmidt of Selma, Cal., this year sold \$7,150 worth of peaches to the Libby, McNeill & Libby cannery. The minimum-sized peach accepted by the cannery was 2 x 2½ inches. The yield this year off the Schmidt orchard is not an unusual one, but rather in keeping with the previous crops, but is larger this year because of the age of the trees and only in keeping with the natural increase since the first crop. The product from the trees the second year was twenty-five tons, the third year it was seventy tons, while the fourth year produced 110 tons of canning peaches. These crops have all been obtained by intensive cultivation, in which scientific methods were mixed with practical efforts, and Mr. Schmidt takes much pleasure in assisting others by explaining in detail his methods of cultivation.

The Minnesota Horticultural Society which will meet in annual session in Minneapolis December 2-5, has a membership of 3,000. Such a membership, combined with experience and progressiveness, is a tremendous power for the good of horticulture.

Just say you saw it in AMERICAN FRUITS.

Idaho Demanding More Nursery Stock—That the state of Idaho is coming to the very front of the ranks as a producer of first class fruit, is the assertion of Charles J. Sinsel, head of the fruit shipping department of the Oregon Short Line Railroad. "Crop conditions in Southern Idaho have been very good this season so far as fruits are concerned," said Mr. Sinsel. "The crops were not only the best as regards quality than that portion of the Northwest has ever produced, but the growers secured more money for their growths. Therefore they are financially better than ever before."

South Carolina Coming Strong—More progress has been made in apple growing in South Carolina within the past five years than in all the previous history of the state, says Frank Foushee. "Take for instance, at Waynesville, where I lived previous to coming here, five years ago there was not a single power spray; now there are not less than a dozen. Two years ago there had not been a box of apples shipped from that point; last year there were several carloads of boxed apples that commanded the very highest prices in competition with apples from all over the country."

Tallahassee, Fla.—H. C. Patterson and P. F. Strange, of Concord, Fla., tell of an interesting real estate deal in their community, whereby P. P. McKeown sold to two Chicago men a seventy-acre farm for \$25,000. This seventy acres was set to pecans eleven years ago. They stated that at the time Mr. McKeown was planting the trees he was much discouraged by his neighbors, who said his undertaking was unwise and would not amount to anything. The purchasers have moved to their property and are building splendid residences and other improvements.

PHOTOGRAPHS OF NURSERIES

"American Fruits" has long made a specialty of photo-engravings of Nurseries. Its files show hundreds of these. There is room for more. Send photographs or cuts to the Editor, Ellwanger & Barry building, Rochester, N. Y.

T. S. HUBBARD CO.
FREDONIA, N. Y.

GROWERS OF

Grapevines Currants
Gooseberries Blackberries

Leading varieties well rooted. Write for prices naming kinds and quantity wanted.

Established 46 Years

MULBERRIES

WE ARE GROWERS OF


HICKS,
DOWNING,
STUBBS,
BLACK ENG.
NEW AMERICAN

Will have about 75,000 to 100,000 for
Spring Delivery, 1914

BUFFALO NURSERY COMPANY
McCullers, R. F. D., No. 1, N. C.

THE EAST END NURSERIES COMPANY

The Rose Specialists. BOSKOOP, HOLLAND



When You Need
APPLE SEEDLINGS
APPLE BUDS
APPLE GRAFTS
APPLE SCIONS
APPLE TREES

Remember
JIM PARKER
The Apple Tree Specialist

TECUMSEH OKLAHOMA

American Fruits

The Nursery Trade Journal

Nurseries, Arboriculture,
Commercial Horticulture

Bristling with unique and exclusive features.
Every issue a special number. Only national
publication. The Practical Horticulturist's Newspaper.

\$1.50 a year; Canada, foreign, \$2.00.

AMERICAN FRUITS PUBLISHING CO., Inc.
Ellwanger & Barry Bldg., Rochester, N. Y.

The Round Table—In Common Council

Jailed for Fictitious Orders

Editor American Fruits:

We are mailing marked copy of the Kansas City Star, reading as follows:

"The federal grand jury returned the following indictment this morning:

"Walter J. Keller, charged with a scheme to defraud, pleaded guilty and was sentenced to six months in the Henry County jail and fined \$100. Keller is an old man and leniency was extended by the court because of his age."

The party referred to was convicted of mailing fictitious and fraudulent orders for the purpose of securing commission on same and it may be of interest to other nurserymen to know that he will be out of the way for a time.

If any one wishes to use this means of handling such agents they should be careful to save the envelope in which the orders come and be able to specifically state this fact. The names on the orders could be written on the back of the envelope if desired, and then have it placed on file.

There is no cost attached to the case; in fact the complainant, as all know, is paid same as other witnesses in the case, his fees and mileage.

PERRY NURSERY CO.

Perry, Ia.

HEDGE PLANTS FOR EVERY CLIMATE

California Privet, Amurensis Privet, Amoor River North Privet, Itoya Privet, Regelianum Privet, Chinese Privet, Spiraea Van Houttei and Berberis Thunbergii.

Ask for trade list

SOUTHSIDE NURSERIES

CHESTER, VA.

ROOT CUTTING BLACKBERRIES

Large stock of Erie and Mersereau as well as other leading sorts.

W. B. COLE,
Painesville, O.

Some Nurseryman Needs Me to Look After His Advertising and Sales Department

I have sold nursery stock over the counter and by mail. I have written advertising copy that brought orders, and know how to make a catalogue that looks right and IS RIGHT. I have studied the marketing of trees and plants from different points, and now I want to connect with a firm where I can be "happy on the job" and get closer to the things that grow. Send your letter to Box 2042, care "American Fruits."



PLANTING STOCK OF Forest Trees and Evergreens Roses on Canina, etc., etc.

FROM
FOCKO BOHLEN, HALSTENBEK, GERMANY

Are Second to None

THE HORTICULTURAL COMPANY,
WORCESTER, MASS, Sole Agents

To whom all correspondence should be addressed

Virginia License Fee

Editor American Fruits:

The state of Virginia, as you probably know, requires that a nursery firm outside the state, pay a license of \$20 before they are permitted to ship into the state. I have read or been told, that those laws are not constitutional and have been so decided by the higher courts, and if this is true will you kindly so advise me and give a test case or two that I may look it up. Our shipments to Virginia at the present time, do not justify the paying of \$20 license fee to "poor old Va." but we have some customers there whom we would like to fill orders for.

Pennsylvania.

J. F. Jones.

Several years ago the attorneys of the American Association of Nurserymen examined carefully the laws of the state of Virginia in regard to nursery shipments and decided that the law was constitutional and that a test case could not be successfully fought. If Mr. Jones desires to ship into Virginia he will either have to pay his license fee or take a chance on his shipment being held up.—William Pitkin, chairman Legislative Committee American Association of Nurserymen.

Small Fruit Demand Strong

Editor American Fruits:

Have had a great trade this fall, the best ever. Am sold up. The country went wild over apples and peaches and other tree fruits which I think caused an oversight on small fruits and the small fruit market has been excellent the last two seasons. It looks as if the berry plants would sell high another season.

Wick Hathaway.

Ohio.

Has Been a Reader for Years

Editor American Fruits:

I have been a reader of your valuable paper for years. Each number is appreciated and looked forward to with interest.

A. K. Clingman.

Keithville, La.

American Association of Nurserymen

Editor American Fruits:

The thirty-ninth annual convention of the American Association of Nurserymen will be held at the Hollenden Hotel, Cleveland, O., June 24 to 26, 1914.

JOHN HALL, Sec'y.

At Vincennes, Ind

Editor American Fruits:

Trade has been very good. It opened up a little slow, but has increased until we have had all the trade we could handle and we have cleaned up very close on many varieties. Cherry, peach, plum and pear will be cleaned up much closer than usual, and apple trade is improving very fast. We have the finest blocks of apple we have ever grown; never have found them as free from aphid or root knot as this year. Think before spring is over there will be many items that will be very scarce.

W. C. Reed.

Vincennes, Ind.

Eulalia Japonica for Baling

Editor American Fruits:

Why do not more nurserymen use the hardy seedling Eulalia Japonica for baling instead of rye straw?

We have sold it for years, but know of no one else using it for baling.

Almost every nurseryman has a rocky knoll or some odd-shaped piece of ground that cannot be "diggered" which would grow it easily.

Instead of sowing every year as with rye it can be grown with little cultivation, cut at leisure, even after thoroughly dry, and it is taller, tougher and "stays put" better. If cut dry, after a few days in the packing room, sprinkled lightly, it again becomes tough and pliable.

WILD BROS. NURSERY CO.
Sarcoile, Mo.

Cherry Seedlings

We have made a specialty of growing Cherry Seedlings for several years and we have this season the finest and largest stock we have ever grown. To those who are in the market for cherry stock we would be pleased to send samples and quote prices. Special low prices for spring delivery.

Address

H. B. Elliott & Sons

Harbor Springs,

Mich.

IF YOUR COMPETITOR OUTDOES YOU

Either in QUALITY or PRICE, ten to one ME IS DEALING WITH US. Get in on the same floor IF YOU EXPECT TO IMPORT FOR CONING SPRING: Maples, Conifers, Boxwood, Roses, Rhododendrons, Azaleas, or any other articles in Nursery line, you will need us. Change your troubles to profitable dealings. Write us or let us call in the spring. Prices cheerfully given.

KALLEN & LUNNEMANN, Boskoop, Holland

Headquarters for Amoor River Privet; Amoor River North and California. Reasonable prices and prompt shipment. Also shade trees, evergreens, grapevines and Thunberg's Barberry in quantity. Let us quote you before buying. PEACH PITS, CROP of 1912. VALDESIAN NURSERIES, Bostic, N. C.

Write for Prices on FINE TENNESSEE NATURAL PEACH PITS

B. J. MILLER,

Winchester, Tenn.

Nursery Freight Need Not Be Prepaid

Complaints are coming to the Transportation Committee of the American Association of Nurserymen that the railroads in various parts of the country are demanding that freight be prepaid on all shipments of nursery stock. This is a misunderstanding on part of the local agents, therefore we again call the nurserymen's attention to the various classifications requirements regarding the nursery stock shipments which are as follows:

Western Classification number 52, page 13, rule No. 34, section No. 2, reads as follows:

Freight on which prepayment is required may be forwarded on guarantee of the shipper that all charges will be paid at destination. The guarantee must be written on face of the Bill of Lading and full explanation made on the way bill. Agents must not accept guarantee from transient or irresponsible shippers and in case of doubt must apply to General Freight Department for instructions.

Official Classification number 39, page 16, rule 16, section B, reads as follows:

Articles on which prepayment is required may, on the approval of the General Freight Department of the road on which the freight originates, be forwarded on the guarantee of the consignor that freight and charges will be paid at destination. Full explanation to be made on waybills or manifests and transfer slips.

Southern Classification number 39, page 19, rule 34, section No. 2, reads as follows:

Freight on which prepayment is required may, on approval of the General Freight Department of the carrier with which the freight originates, be forwarded on the guarantee of the shipper that all charges will be paid at destination. Full explanation to be made on waybills.

The Illinois Classification number 10, page 47, rule 29, reads as follows:

Freight on which prepayment is required may, on approval of the General Freight Department or other proper department of the carrier with which the freight originates be forwarded on the guarantee of the shipper or the consignee that all charges will be paid at destination.

From the above nurserymen can readily see that shipments can go forward guaranteed as formerly and should they experience any further trouble in future along this line, all they will have to do is to refer the local agents to the above rules, which no doubt will eliminate all trouble.

At Lewiston Maine

The fruit show at Lewiston, Me., last month was a marked success. J. Henry Rines, a prominent grower, of Portland, Me., said: "You are very fortunate in getting such a show in Lewiston this year. It will do much for the orchard industry of Androscoggin county, and incidentally for the whole state. Year by year our people are being educated in this matter of orcharding. Maine can raise the best apples in the world, and she can command the markets of the world whenever our orchardists use the same care in planting, spraying, picking, sorting, and packing the fruit that is being done on the Pacific coast and in Canada."

The Harrison Nursery of Berlin, Maryland, was represented by P. C. Squiers. Their exhibit was mostly young trees in different stages of development.

California Nurserymen

Continued from page 131

this sum the California delegation at Portland as individuals has subscribed something like \$300; since this sum represents almost in its entirety people who are members of this Association, your Committee feels that this body is not obligated to contribute to any appreciable extent beyond this amount, nevertheless this Committee feels that this movement should receive official recognition by this body; therefore,

Be it Resolved, That the Secretary-Treasurer be authorized to send to the Joint Committee of which Mr. Peter Youngers of Geneva, Nebraska, is Treasurer, the sum of \$25 with the assurance of the California Association of Nurserymen that it not only supports the movement heartily, but stands ready to give it all the material and moral support that the exigencies of the situation may demand.

In re Jurisdiction

This Association having been highly complimented by receiving applications for membership outside of the state of California, from Oregon, Washington, Utah, Missouri, and Arizona, we recommend that its constitution be so amended as to permit of membership from other states; therefore,

Be it Resolved, That the clause limiting membership within the confines of this state be so amended as to do away with geographical limitations as to membership in this body.

In re Association Exhibits at 1915 Expositions

Your Committee to whom was submitted the matter of devising ways and means for the California Association of Nurserymen holding a collective exhibit, representing its membership, at the Panama-Pacific Exposition in San Francisco, and at the Panama-California Exposition at San Diego, begs to report that it is firmly of the opinion that the plan is perfectly feasible and capable of being worked out under a system of county appropriations from each county; said money is to come out of the General Exposition fund provided for by law. This idea carries with it the understanding that the nursery interests in each county make an exhibit, but that all these exhibits are to be grouped as one, arranged and established and to be known as the Exhibit of the California Association of Nurserymen; the membership represented in said organization in each of the several counties of the state of California to furnish all necessary nursery products for said county exhibits free of cost, provided, however, said products to remain the property of said members. To further the matter, it is advised that the members of this Association at once present the matter to their several County Boards of Supervisors, and reporting results to the Chairman of this Committee not later than November 30, 1913.

The convention adjourned on Saturday afternoon, with the election of the following officers:

President: D. W. Coolidge, Pasadena.

Vice-Presidents: John Vallance, Oakland; T. E. Mabey, Fresno; Walter Birch, San Diego; E. Wightman, Chico; Arthur Cann, San Jose.

Secretary-Treasurer: Henry W. Kruckeberg, Los Angeles.

Executive Committee: Max J. Crow, Gilroy; William T. Kirkman, Jr., Fresno; R. M. Teague, San Dimas.

San Diego was chosen as the next meeting place in 1914, on which occasion the Association will be the guests of the Panama-California Exposition for at least a part of the time.

After adjournment the visiting delegates were tendered an automobile ride to points of interest in the valley, and in the evening a banquet was given at the Sunnyside Country Club at which toasts were responded to, and a jolly good time was enjoyed by all.



A row of Norway Maples, planted in advance of the suburban development by one who looked ahead. When time came for opening streets and building houses these trees had the advantage of being ten years in this position. Trees that had cost relatively little at the outset had enhanced the property immeasurably and caused it to sell quickly. Sample of work of Wm. H. Moon Co., Morrisville, Pa.

Northwest Fruit Exchange Results

Editor American Fruits:

Fruit growers of the Pacific Northwest are today rolling in prosperity because of the exceedingly high prices ruling in the market and the better distributing methods utilized in selling the product.

During the first twelve days of the past month the Northwestern Fruit Exchange of this city has sent to Cashmere, Wash., growers alone the sum of \$43,473.90. This is for the payment of 49 carloads of fruit of varying quality. Never before were such prices received by growers for such a big block of fruit. The figures named are net and do not include the charges of handling or shipment. This is almost as great as the total capital of the Cashmere banks, which reaches \$50,000.

The fruit growers are in "clover" so to speak this season, says D. H. White, treasurer of the Northwestern Fruit Exchange. Their prosperity this season is a direct contrast to the situation shown a year ago.

Not only are they obtaining extreme prices for their fruit this season, but they are getting their money within a few days of shipment. For instance, the average returns made to our affiliations this season from the time they shipped their fruit to the day that the checks were received by

them was only 21 days. In some instances it was far less than this.

Apple buyers were eager for Pacific Northwest apples this season and not only were willing to pay practically record prices for them, but have been sending their money almost upon return mail.

Secy. Northwest Fruit Exchange.

Personal

J. H. Anderson, proprietor of the Premont Nursery Company, Premont, Texas, recently purchased the entire trade of the Corpus Christi Nursery. He is operating both establishments.

Lewis Roesch & Son, Fredonia, N. Y., have dissolved partnership. Accounts should be sent to Lewis Roesch, Fredonia, N. Y.

T. M. Melville and T. J. Hesley have established a nursery at Chandler, Arizona.

The Storrs & Harrison Co., Painesville, O., made a planting of evergreens and shrubbery at the entrance to Wignmore Hall, at the Cleveland flower show, last month, which attracted much attention.

The Griffing Brothers Company, Jacksonville and Miami, Fla., had several large planting contracts this fall. The stock was furnished from the company's nurseries in the northern part of Florida.

The Saibara Nurseries, Webster, Tex., have 100 acres under cultivation and have branches at Deming, N. M.; Big Point, Miss., and Mobile, Ala. They have a Houston office, also, in the charge of R. M. Morgan.

Lester Lovett, son of J. T. Lovett, the New Jersey nurseryman, who propagated the Lovett blackberry, now one of central Delaware's biggest money-makers, has moved to his new plantation of 300 acres at Milford, Del., and is superintending the work of spending \$2000 on hillage, manures, landscape lay-out and small fruit set-outs. The leaders of small fruit growing on the peninsula are just entering into a great campaign for small fruits, particularly more berries.

William N. Kinsey, Clayton, O., has closed his nursery business.

Frederick E. Grover, Rochester, N. Y., secretary-treasurer of the National Association of Retail Nurserymen, has been appointed a member of the advisory committee of the horticultural department of the Panama-Pacific Exposition in San Francisco in 1915.

On October 27, J. A. Lopeman, Enid, Oklahoma, was suddenly stricken to the ground in the packing shed. He was pulling up a bale of apple trees when a twig ran into his ear, penetrated his inner ear, striking a set of nerves. The regular physician was called and was unable to determine what the nature of the attack was. Then a specialist was called and he said his inner ear had been damaged and that it would be weeks before Mr. Lopeman would be able to be up. Mr. Lopeman is recovering slowly.

Carsten Truelsen, Hemet, Cal., has purchased ten acres for a nursery at Lakeview, Cal.

Frank Weber, of H. J. Weber & Sons' Nursery Co., reports a strong demand for evergreens of all kinds to be used in vases and porch boxes.

National Nut Growers

(Continued from Page 141)

beck of Charleston; Texas, Charles L. Edwards of Dallas.

The prize of \$75 offered by the Texas Nurserymen's Association for the best Texas native pecan was awarded to J. P. Fowler of Bastrop, Texas; the second prize of \$37 was awarded to J. D. Hannah of Meridian, Texas. Y. P. Oliver of Junction City, Texas, received the prize offered by F. T. Ramsey of Austin for the best display of any 12 varieties. J. P. Fowler of Bastrop was awarded the prize for the best new pecan west of the Mississippi. Other prize winners were Griffing Brothers, McClenny, Fla., for the best exhibit of Stuart pecans; Dr. R. Harrison of Fulshear, Texas, for the best exhibit of Success pecans; Griffing Brothers of McClenny, Fla., for the best exhibit of Frotcher pecans.

The last announcements were hardly completed before the delegates rushed to the Grand Central Station to board a special train for Glen Flora, where they examined the pecan groves in that section.

Thomasville, Ga., was selected as the convention city in 1914; San Francisco in 1915.

Just say you saw it in AMERICAN FRUITS

SCARFF'S PLANTS
Equal to Any
on the Market

Small Fruit Plants our specialty for 25 years

100,000 Transplanted Raspberry, Blackberry and Dewberry plants, fine for critical trade.

Currants, Gooseberries, Grapes, Horseradish Asparagus, Rhubarb, etc. Hardwood cuttings and layers in large quantities. See our wholesale list before placing your order.

W. N. SCARFF, New Carlisle, O.

W. T. HOOD & CO.

"Old Dominion Nurseries"

RICHMOND, VA.

Growers of a Complete Line of

General Nursery Stock

Write us for quotations on California Privet 1 and 2 year Extra Fine

Peach Seed-Tenn. & N. C. Naturals—We have a few hundred bushels we are offering at market prices.

NOTICE

To all American Nurserymen and Seedsmen desiring to keep in touch with commercial horticulture in England and the continent of Europe. Your best means of doing this is to take in the

HORTICULTURAL ADVERTISER

Our circulation covers the whole trade in Great Britain and the cream of the European firms. Impartial reports of all novelties, etc. Paper free on receipt of 75 cents, covering cost of postage yearly. As the H. A. is a purely trade medium, applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trade.

Established 1883

A. & C. PEARSON, Lowdham, Nottingham, Eng.

36th YEAR PAN HANDLE NURSERIES SPRING OF 1914

We offer a Complete Line of Nursery Stock Consisting of

Apple, Pear, Plum, Cherry, Peach,
Grape, Currant, Gooseberry,
Small Fruits, Maple Norway,
Maple Schwedlerii, Maple Silver,
Poplar Carolina, Poplar Volga,
Elm American, Sycamore Oriental,
Sycamore American, Mountain Ash,
Box Alder, Althea, Hydrangea,
Barberries, Syringas, Weigelia,
Clematis, Honey Suckle, Wistaria,
Ampelopsis, Roses, Evergreens,
California Privet, Buxus, Weeping Trees,
Catalpa Speciosa Seedlings,
Black Locust Seedlings, Fruit Tree Stocks,
Catalpa Speciosa Seed

Our stock is well grown and graded and prices are such that it will pay you to investigate. Come and see us or write.

J. K. HENBY & SON
Greenfield, Ind.

FOREST TREES Seedlings and Transplants, in largest quantities grown, for reforestation or lining out by H. H. PEIN, Halstenbek, Germany

Established 1847

Address all inquiries for tradelists etc. to our Sole American Agents

AUGUST RÖLKER & SONS, NEW YORK

P. O. Box 782, or 81 Barclay Street

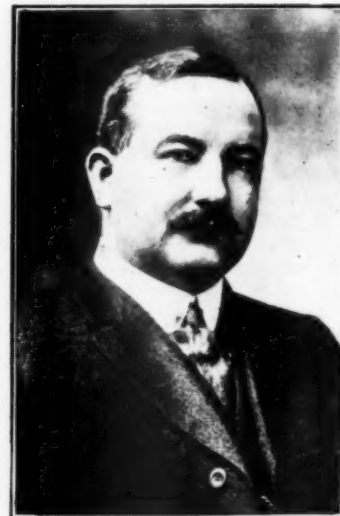
Men of the Hour—"American Fruits" Series



PROF. W. N. HUTT, Raleigh, Ga.
Vice-President National Nut Growers



C. A. VAN DUZEE, Cairo, Ga.
President National Nut Growers Association



T. P. LITTLEPAGE, Washington, D. C.
Member National Nut Growers Assn.

Oscar Franke, a farmer, brought to Curoo, Tex., last month some fine pecans which grew on a burr oak tree, a pecan limb having in some manner become grafted to the oak tree's body. Not only is this graft perfect, but the limb makes a crook and comes back to the oak tree, where another graft has been formed. The tree has its own limbs in addition to the pecan. Only Texas could do this.

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Coming Events

Peninsula Horticultural Society—Easton, Md., January 13-15.
Arkansas Horticultural Society—Fort Smith, Feb. 9-12.
Texas Horticultural Society—Fort Worth, January.
Georgia Horticultural Society—Athens, Ga., January.
New York State Fruit Growers' Association—Rochester, N. Y., January 7, 8, 9.
Western New York Horticultural Society—Rochester, N. Y., January 28-29-30.
New Jersey Horticultural Society—Trenton, Dec. 8-12.
Minnesota Horticultural Society—Minneapolis, Dec. 2-5.
Indiana Horticultural Society—Indianapolis, Dec. 3-4.
Wisconsin Horticultural Society—Madison, Jan. 7-8.
Illinois Horticultural Society—Ottawa, Dec. 3-5.
California State Fruit Growers' Association—San Jose, Dec. 2-4.
Michigan Horticultural Society—Fennville, Dec. 2-4.
American Association of Nurserymen—Cleveland, O., June 24-26, 1914.

Obituary

Charles Edgar Powell, of Wellsburg, Pa., a well known agent for fruit trees, died last month as the result of a railroad accident.

Claudius L. Hoag, Lockport, N. Y., died November 12, aged 88 years. He was the originator of the Niagara grape.

A. P. Bateman, president of the Oregon State Horticultural Society and vice-president of the Northwestern Fruit Exchange was appointed chief judge by the directors of the Okanagan apple show which was held at Vernon, B. C., October 21st.

Frank E. Conine, Stratford, Conn., nurseryman, was appointed by the selectmen of the town a delegate to the National Conservation Congress in Washington, November 17. The appointment carried with it the privilege of paying his own expenses.

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VINCENNES, IND.

Georgia Peach Orchard Closed Out

Suit was brought in the United States district court last spring by William Hosket and others, of Ohio, through Attorney J. N. Talley, to foreclose on a mortgage for \$20,000 held against the 1,200 acre property of the Ohio Fruit Land company in Houston county, Ga., near Fort Valley. Judge Speer named E. J. Willingham, an expert peach grower, as receiver for the company and he operated the orchard during the past season, the returns at the close of the year showing a neat profit. It is stated that this is the first time the orchard has shown a profit since it has been owned by the Ohio company. The court finally directed that the property be sold to the highest bidder on November 25.

Georgia Peach Growing

At the annual meeting of the Georgia Fruit Exchange in Atlanta last month, the president, W. B. Hunter, said that since 1908 the number of peach growers in Georgia has decreased 59 per cent. President Hunter did not offer an explanation, but it is presumed to be due to the fact that many North Georgia Growers have abandoned the peach industry to raise apples, which better withstand the North Georgia climate. It was stated by President Hunter that the remaining peach growers had increased the number of their trees until there was about the same number of trees in the state as in 1908.

Just say you saw it in AMERICAN FRUITS.

Articles In Recent Issues

Among articles in recent issues of *American Fruits* to which reference is likely to be made are:

Co-operation with Planters—Aug., page 52.
Horticultural Fund—Sept., p. 57; Nov., p. 112.

Texas Nurserymen's Meeting—Sept., p. 60.

Advice to Inspectors—Sept., p. 62.

New York Nurserymen—Sept., pp. 65, 68, Oct., p. 90.

Pecans for Northern Growers—Sept., p. 14; Nov., p. 122.

Breeding the Apple in Canada—Sept., p. 15.

Southern Nurserymen's Association—Oct., p. 82.

California Nurserymen—Oct. 86.

American Association Growth—Oct., p. 86.

Freight Regulations—Oct., pp. 88, 89, 95.
New York State Fruit Production—Oct., p. 98.

San Jose Scale Parasite—Nov., p. 108.

Panama-Pacific Exposition—Nov., p. 118.
Pointers for Nursery Salesmen—Sept., p. 72; Oct., p. 96.

The Conine Nursery Company of Stratford, Conn., had an interesting exhibit at the Westchester and Fairfield Counties Horticultural Societies show at Stamford last month.

Utah celebrated November 18 as Apple Day.

The First Annual Horticultural Assembly of Southern California was held at the Citrus Experiment Station, Riverside, November 15. The purpose of these annual assemblies as planned by Dr. H. J. Weber, director of the Citrus Experiment Station, is to bring the citrus growers and other horticulturists of Southern California more closely in touch with the work that is being done in the southern part of the state by the agents of the United States Department of Agriculture and of the College of Agriculture of the University of California.

More than 300,000 persons witnessed the display of apples at the Central Park show in New York city last month.

On the programme for the nineteenth annual meeting of the Vermont Horticultural Society, at Randolph last month, were Samuel Fraser, of Geneseo, N. Y., and Dr. W. C. Deming, secretary of the Northern Nut Growers Association, of Georgetown, Conn.

There were fifty-four exclusive Nursery Trade news items in the last issue of *American Fruits*. The only national publication of the kind.

J. W. Tetrick, proprietor of the C. V. Nurseries, Blackwell, Okla., and Miss Clara McKinney, of Wellington, Kans., were married at the home of the bride's parents, September 20.

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The Year's History of the Nursery Trade

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G. D. McKisson Wins Libel Suit

In the case of F. A. Ward and George Finlay co-partners as the Royal Nursery Co. vs. George D. McKisson, the jury Tuesday afternoon, brought in a verdict for the defendant.

The jury held that, at the time the alleged libelous article was published, there was no partnership existing between Finlay and Ward, and hence no Royal Nursery Co., and therefore there could be no damages sustained.

This verdict reverses the decision at the first trial, when Ward was awarded \$600 damages. The case has been a hard fought one, and has attracted much attention, and is a victory for the defendant McKisson, who gets judgment for his costs and disbursements.—Fairmont, Minn., Independent, Nov. 22, 1913.

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Early Ripe	100	100	25
Early Strawberry	25	50	10
Fallawater	125	100	50
Fall Pippin	75	50	25
Fourth of July	100	75	50
Gano	1000	1250	750
Gravenstein	600	900	400
Grimes Golden	4000	4000	2000
Hubbardston	25	50	15
Jonathan	6000	5000	4000
King	500	600	250
Lawver			15
Maiden Blush	100	125	75
M. B. Twig	20000	20000	200
McIntosh	6000	9000	2000
Mo. Pippin	50	20	12
Myrick	75	50	25
Nero	1000	1500	500
N. W. Greening	400	200	75
Opalescent	125	100	25
P. W. Sweet	200	400	10
Rambo	500	250	75
Red Astrachan	1000	1000	400
Rome Beauty	4000	4000	1000
Summer Hagloe	100	100	75
Smith's Cider	100	100	50
Smokehouse	400	250	20
Spitzenburg	125	125	75
Stark	2000	2000	700
Stayman's	20000	20000	10000
Strawberry (Chenango)	75	75	75
Sweet Bough	50	50	20
Tallman Sweet	200	200	100
White Pippin	15		
Wagner	125	125	100
Wealthy	2000	2500	1250
Wm. Early Red	300	400	1000
Winesap	2000	4000	1200
Winter Banana	200	100	100

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Bartlett				1000
Kieffer	2000	5000	5000	5000

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Bartlett			200	400
2 Year.	5-6 ft.	4-5 ft.	3-4 ft.	2-3 ft.
Bartlett		75	500	500

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